

LOVELL

for CONSTRUCTION

FINANCIAL TIMES

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***12p

Cloth of Distinction Holland and Sherry LONDON

CONTINENTAL SELLING PRICES AUSTRIA S.15; BELGIUM F.25; DENMARK K.2.5; FRANCE F.3.8; GERMANY DM.2.1; ITALY L.500; NETHERLANDS F.2.0; NORWAY K.7.5; PORTUGAL Ec.20; SPAIN Pcs.40; SWEDEN K.7.35; SWITZERLAND F.2.3; IRE 1.10

NEWS SUMMARY

GENERAL Direct elections clash averted

Under strong pressure from anti-Marketters in the Cabinet, Mr. James Callaghan last night conceded a free vote for all Government Ministers on the European direct elections Bill to be introduced in the Commons next month.

Yugoslavs held hostage in NY Three armed Croatian nationalists stormed the Yugoslav mission to the UN in New York and took several people hostage.

Bhutto concedes new elections Mr. Zulfikar Ali Bhutto, the Pakistan Prime Minister, admitting defeat in a three-month post-election struggle with the opposition, said new General Elections would be held before the end of the year. Back Page

Hard-line front Israel's Democratic Movement for Change has decided not to join Mr. Menachem Begin's new coalition, which will comprise nationalist and religious wings with a very hard-line policy on the occupied territories. Back Page; Editorial Comment, Page 18

Games accord The Commonwealth Conference seems to have removed the threat of an African boycott at next year's Commonwealth Games in Canada by drawing up a compromise statement committing Governments to discourage sporting contacts with South Africa. Page 6

Ten given bail Six insurance brokers and an accountant were among ten men remanded on £37,500 bail until October at Old Street Court, accused of plotting to steal cash from three London firms of insurance brokers, Shandon, Morland, and Fiveville and Gardner.

Paintings found Scotland Yard's Flying Squad recovered paintings valued at more than £1m, including a Raphael stolen in France, in London raids yesterday. Two men were being questioned at Kensington police station.

Briefly... Rugby: The British Lions were beaten 21-9 by New Zealand Europeans in the first defeat of their tour. The first international is on Saturday.

Lord Arran's Sexual Offences (Amendment) Bill to lower the age of consent for homosexual acts to 18, was rejected in the Lords by 145 to 25.

Table with columns: Item, Change, Price. Includes sections for RISES and FALLS.

London merchant banks underwrite total BP offer

The whole of the 17 per cent share interest of 66.79m shares in British Petroleum being sold by the Government for £564m from the State's 68 per cent holding was underwritten by ten London-merchant banks before 3 pm yesterday.

Finance Bill given crushing defeats

THE GOVERNMENT suffered four crushing defeats on the committee stage of the Finance Bill last night when the Tories combined with two rebel Left-wing MPs to force through amendments increasing the personal tax allowances introduced in the Budget.

Concorde hit by new U.S. court ruling

A U.S. Federal appeals court limits which would exclude Concorde but not some of the noisier varieties of subsonic jets now operating into Kennedy.

TUC leaders hang back on post-Phase 2 policy

TUC LEADERS are reluctant to talk about any future pay policy in spite of the tendency to revert to discussions with the Government about an "understanding" on the follow-up to Phase Two of the voluntary incomes policy.

Lancia raises car prices 3-8%

LANCIA IS to-day ending selling some of its UK vehicles with electrically-operated windows as standard.

Socialists poised in Spain poll

STRAIN GOES to the polls tomorrow in its first General Election for 41 years, with a Gallup poll published to-day putting Sr. Felipe Gonzalez's Socialist Workers' Party (PSOE) ahead of the Union of the Democratic Centre (UCD), the Government-sponsored alliance headed by Prime Minister Adolfo Suarez.

Advertisement for a watch with text: 'ONCE YOU'RE IN JUNE YOU HAVE TO HARMONIZE.' Includes an image of a watch and contact information.

Table with columns: Item, Value. Includes sections for FEATURES and ON OTHER PAGES.

EUROPEAN NEWS

Giscard gives full support to vote for EEC elections

BY DAVID CURRY

PARIS, June 14.

THE CRUCIAL debate in the French National Assembly to hold direct elections to the European Parliament opened in a tense atmosphere this evening only hours after an emergency Cabinet meeting had been held by President Valéry Giscard d'Estaing that he was ready to stake the Government's life on getting the measure approved.

Rome and that the safeguards that should have kept the EEC true to its original conception had been subverted and over-ridden. He cited the problems of various European industrial sectors to illustrate the perils of embracing a free trade philosophy and the "re-orientation of the West German steel industry as part of a lurid description of West German dedication and energy."

Ecevit is called on to form government

By Melvin Munn.

ANKARA, June 14. MR. BULENT ECEVIT, the main opposition party leader, was asked to-day by President Fohri Kurumturk to form a Government. Mr. Ecevit, whose social democratic Republican People's Party (RPP) gained 213 seats at the June 5 election, but fell short of an absolute majority in the National Assembly, wants to form a one-party government supported by independents and turncoats.

ETA SET EXECUTION DEADLINE

Fear of new Basque terror attack

BY PAUL BETTS

BIARRITZ, June 14.

THE BASQUE nationalist guerrilla movement, ETA, has issued an ultimatum that if its terms—not publicly stated—are not met by midnight to-night, it will execute Sr. Javier de Ybarra, the Basque businessman kidnapped last month.

The latest party to come of ETA—the party of the Basque revolution—the Left-wing nationalist EIA which appears to enjoy a good measure of support—had aggressively assigned after initially heated abstention.

Dutch seek grip on Moluccans

BY MICHAEL VAN OS

AMSTERDAM, June 14.

THE DUTCH Government is studying ways of establishing a tighter grip on the more militant young members of the South Moluccan community in Holland, in the aftermath of the end of the occupation of the island and the school last Saturday.

Members of the para-military South Moluccan "order service" regulated traffic and the South Moluccan housing estates were sealed off by Moluccans.

Engineering problems at Kalkar

BY ADRIAN DICKS

KALKAR, June 14.

APPROVAL OF the liquid sodium heat transfer system is now the main feature holding up completion of the controversial West German-Dutch-Belgian fast breeder reactor project, according to senior engineers at the construction site here.

national steam generator technology, and not of nuclear engineering as such.

OECD urges Japan expansion

BY ROBERT MAUTHNER

PARIS, June 14.

JAPAN AGAIN came under pressure to the OECD Economic Policy Committee here to-day to adopt expansionary policies which would bring down its large balance of payments surplus and thus help to reduce the deficits of the weaker industrialised countries.

smaller countries, particularly those in the Mediterranean area, accounting for as much as \$180 of the total.

KGB question U.S. journalist for 4 hrs.

BY DAVID SATTER

MOSCOW, June 14.

ROBERT C. TOTH, the Moscow correspondent of the Los Angeles Times, was interrogated for four hours to-day at Lefortovo KGB investigation Prison in Moscow, following charges by the Soviet Foreign Ministry that he had collected secret information.

correspondent in the past year to be accused of being involved in illegal intelligence gathering.

IRELAND'S GENERAL ELECTION CAMPAIGN

A time for demands and calling in favours

BY GILES MERRITT

DUBLIN, June 14.

"YOU'RE NOT getting my first preference, John Bryton," said the Sister of Mercy who runs the convent school in Athboy, Co. Meath, about 35 miles from Dublin. And setting herself on to the arm of a sofa she began to horse-trade with a steady glint in her eye.

It is increasingly the style of Irish politicians, even though some of the candidates in Meath object a note of the Irish gaelic that outsiders, at any rate, expect.

COMPANY NOTICES

Notice regarding Japanese Government Sterling Loans, including details of coupon payments and interest rates.

Pretabail-Sicomi

Notice of meeting for Pretabail-Sicomi, Societe Immobiliere pour le Commerce et l'Industrie, regarding the merger of the company.

GM BEARER DEPOSITORY RECEIPTS GENERAL MOTORS CORPORATION. Further to the DIVIDEND DECLARATION of 19th May, 1977. NOTICE is now given that the following distribution will become payable to AUTHORIZED DEPOSITORIES on and after the 15th June, 1977.

NOTICE TO SHAREHOLDERS of the Bank of Tokyo Limited, regarding the annual general meeting and dividend payment.

NOTICE TO SHAREHOLDERS of the Bank of London and the South Western Bank, regarding the annual general meeting and dividend payment.

Handwritten signature 'John, 1977' and other scribbles at the bottom of the page.

Jeffie

AMERICAN NEWS

Strauss attacks U.S. Steel over trade protection bid

BY JUREK MARTIN, U.S. EDITOR

MR. ROBERT Strauss, the chief U.S. trade negotiator, has launched the sharpest of attacks on United States Steel Corporation for bringing a lawsuit which threatens "the whole world trade system."

The U.S. Steel action is based on a similar Customs Court ruling recently in response to an action brought by Zenith against manufacturers of Japanese television sets. The court found that subsidies in the form of tax rebates given to Japanese companies by the Japanese government contravened U.S. law.

WASHINGTON, June 14.

would undermine irremediably the multilateral trade negotiations currently going in Geneva. If the administration loses its appeal on the Zenith ruling, it could go to Congress for new legislation which would have the effect of nullifying the court decision. But this, Mr. Strauss contended, would open "a Pandora's Box" of protectionism that is latent in Congress.

CHURCH AND STATE IN CENTRAL AMERICA

Attacking the last preachers of peace

BY ALAN RIDING IN MEXICO CITY

CENTRAL AMERICA's right wing military rulers have launched an attack against Catholic priests, mainly foreigners, who are the only remaining non-violent force for social and political reform in the entire region. The situation is particularly critical in El Salvador and Nicaragua, where many priests have been deported or murdered in recent months, but conservative civilian and military groups are also campaigning against progressive clergy in Guatemala and Honduras.

were the driving force behind Church participation in social and political problems. Because foreign priests invariably comprise the majority of clergy in the poor Central American Republics which have been unable to produce enough local priests to run their own Churches, they were slowly able to move the bishops into more radical positions. Mario Cardinal Casariego in Guatemala remains a right wing Italian prince. But elsewhere the Catholic hierarchy has moved towards confronting Governments directly.

described as Marxist-Leninists. Having been restored by the stage-managed electoral "victory" of General Carlos Humberto Omer, the powerful ultra-conservative coffee and cotton farmers are now confident of eliminating the priests from the countryside. These landowners often have their own corps of gunmen who seek—not without success—to terrorise the local peasantry. Last year, I spent a day visiting villages near the border of El Salvador and Honduras, where the military Government is more moderate but also weaker than elsewhere in Central America. Right wing landowners' organisations have set out to sink an embryonic agrarian reform programme and to contain the peasant groups that have the support of progressive foreign priests.

tionation with Cardinal Casariego is intensifying and, perhaps fearing church influence over next year's elections, Vice-President Mario Sandoval Alarcon last month launched a campaign against "Communist infiltration of mother church." In Honduras, the military Government is more moderate but also weaker than elsewhere in Central America. Right wing landowners' organisations have set out to sink an embryonic agrarian reform programme and to contain the peasant groups that have the support of progressive foreign priests.

The crushing of non-violent opposition parties and now the repression of the priests are inevitably leading to new upsurges of guerrilla activity in the area.

The crushing of non-violent opposition parties and now the repression of the priests are inevitably leading to new upsurges of guerrilla activity in the area.

Aguilares with a Spanish Jesuit, Father Rutilio Grande, who was murdered this March. As we entered the hamlets, women and children would run away and hide. "A few months ago, we were working happily here," Father Grande told me, "but the gunmen have warned them against us."

The situation in Nicaragua is not too different. There the only denunciations of the incumbent regime being carried out by the National Guard in its campaign against Left-wing guerrillas have come from the Church. A mission of American Capuchin priests gathered de-

been deported so far this year and others are living in un-disguised fear. Aware that anti-Communist thrusts are invariably co-ordinated by military regimes of Central America, the priests are worried by events in El Salvador where many priests and even bishops sleep in different homes every night. The Guatemalan military's suspicion of the Church goes back to the 1960s when a group of American priests was deported for allegedly being involved with a guerrilla movement. Since then, the priests have maintained a lower profile. But their con-

No smoking seats concession by Eastern

WASHINGTON, June 14.

TWO U.S. consumer groups announced today an unprecedented legal settlement with Eastern Airlines under which the company agreed to reserve 65 per cent of the seats on its flights for non-smoking passengers.

In addition, the No Smoking sections, to be permanently and clearly labeled, will be expanded to accommodate as many non-smokers as are on any flight, and Eastern personnel will be instructed to tell passengers of their rights to a seat in the No Smoking area.

The settlement of complaints brought to the Civil Aeronautics Board by the consumer groups also provides for Eastern to pay a \$10,000 fine for 14 violations of the law. Current regulations do not require airlines to set aside any particular number of seats for non-smokers. The law simply states that the carriers must provide enough seats in non-smoking sections to accommodate as many passengers as wish to use them.

Mr. Reuben Robertson, a lawyer who represented the Aviation Consumer Action Project, which brought the complaint, along with Action on Smoking and Health, said that the case should be a precedent for the whole airline industry.

Under the settlement, Eastern recognises the right of every passenger to a No Smoking seat on all flights, including charters and the shuttle service it operates between its cities in the Eastern U.S. The Board now has 60 days to pass on the agreement. The agency has opened an investigation into whether smoking should be banned completely on commercial airliners, but has reached no conclusion.

NY bonds oversubscribed

NEW YORK, June 14.

A PUBLIC offering of \$250m. in New York City's Municipal Assistance Corporation (MAC) bonds has been over-subscribed before its formal issue, reflecting both a growing confidence in the city's financial recovery and the current boom in the U.S. municipal bond market.

The issue is designed to help New York raise \$350m. in June to finance repayments to holders of \$100m. of short-term notes. New York's bid to freeze payments on the notes was declared unconstitutional last November in a court ruling which, ironically, has strengthened the attraction of New York bonds because of its definition of fiduciary responsibilities of the city to investors.

The new issue has an 18-year maturity with an interest rate of 7.5 per cent, the lowest ever for long-term MAC securities. All municipal bonds are tax free and are now seen as a good investment. In the case of the New York bonds, for example, a married couple with a taxable income of \$20,000 a year would have to find a taxable investment yielding nearly 13 per cent for a comparable return.

Alaska pipeline to open on time

ANCHORAGE, June 14.

THE FIRST oil will start to flow southwards along the 200-mile Alaska pipeline next Monday, precisely on schedule, the operators announced. The \$8bn. pipeline, aimed at reducing U.S. dependence on imported oil, snakes across some of the roughest terrain in North America from the North Slope oilfields to the port of Valdez, from where the oil will be shipped to the rest of the U.S. The pipeline took eight years to plan and three years to construct. It was the first built to carry hot oil, to keep it flowing across permafrost ground in which any thaw penetrates only just below the surface. Many environmentalists opposed the project, fearing that an oil spill might destroy wild life or damage the permanently-frozen tundra.

Vance off to face OAS

WASHINGTON, June 14.

MR. CYRUS VANCE, the U.S. Secretary of State, will leave today for the Caribbean to meet 24 Foreign Ministers from other American nations. He is determined to reaffirm the Carter Administration's human rights stance, which has resulted in soured relations between the U.S. and some Latin American governments, at meetings of an Organisation of American States conference on the island of Grenada. Mr. Vance will be talking to some 24 Latin American and Caribbean Foreign Ministers. Six

nations — Jamaica, Costa Rica, Ecuador, Peru, Colombia, and Venezuela — have indicated that they are ready to talk about human rights in Grenada. A seventh, Brazil, is among at least ten Latin American nations arguing that human rights cannot be discussed without considering Left-wing subversion and terrorism which, they say, have provoked violations of human rights. Others of like mind are Argentina, Chile, El Salvador, Guatemala, Nicaragua, Bolivia, Paraguay, Uruguay, and the Dominican Republic. UPI

The new Grundig Stenorette 2010. It leaves other dictation machines lost for words.



virtually impossible to erase information accidentally.

The 2010 works off a mains adaptor too.

When you're in the office or at home, the mains adaptor saves the life of your battery (the mains adaptor and a rechargeable battery are optional extras).

Capstan drive for constant tape speed.

So as a result you won't find your voice distorting.

Our cassette has a built-in time indicator.

Not only does it tell you how much more you can say, it tells your secretary how much she has to type.

All these features add up to the best value for money around.

And that's enough to leave most of our competitors speechless.

Quite apart from leaving most people lost for words.

You're looking at the Stenorette 2010; the most advanced full feature, hand-held dictation machine of its kind.

The 2010 is slimmer than most of its competitors.

Because it's more compact, the 2010 fits neatly into your pocket, without spoiling the line of your suit.

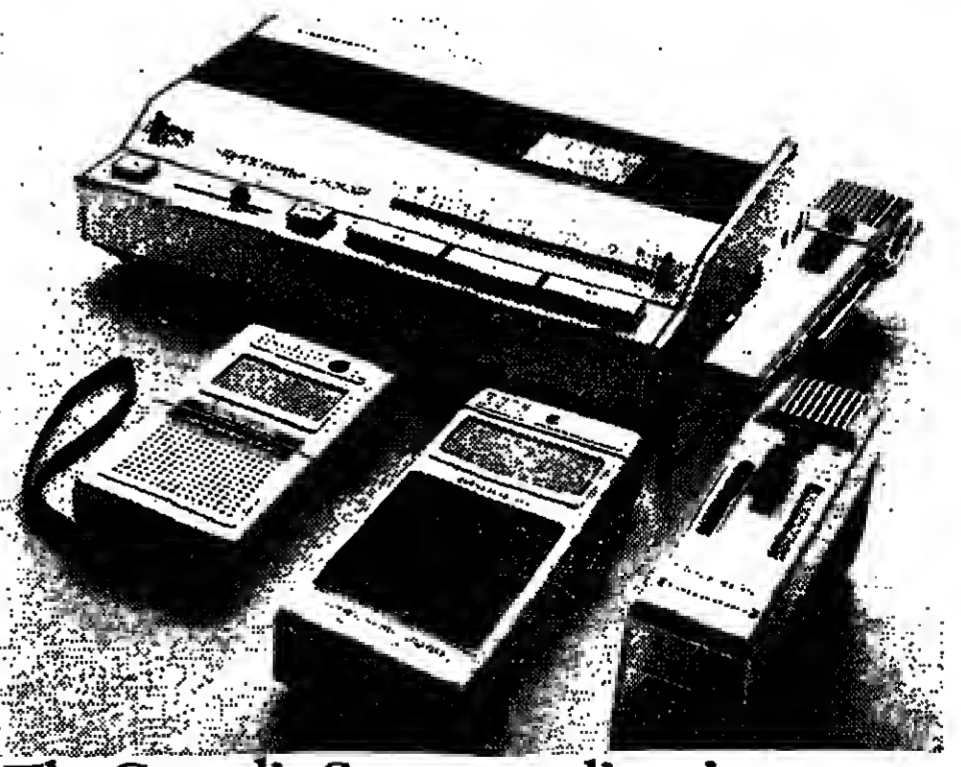
The 2010 has a fast forward, reverse button.

When you want to check backwards or forwards, you can cover minutes in seconds with the flick of a button.

The 2010 takes the Steno-cassette 30.

The Steno-cassette lasts a full 30 minutes one side. The best most of our competitors can manage is 15 minutes.

And it only goes in one way, making it



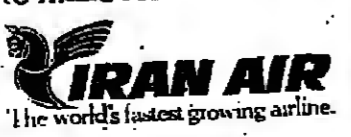
The Grundig Stenorette dictation range.

For further information on the Grundig Stenorette dictation range, fill in the coupon and post to: Grundig International Ltd., Newlands Park, London SE26 5NQ. Tel: 01-659 2468.

Name _____ Tel: _____
Company _____ Position _____
Address _____

DAILY FLIGHTS TO NEW YORK.

Now Iran Air have flights to New York every day of the week. All by Jumbo. Either our latest plane, the 747-200B; or the 747SP, the 'Special Performer'. All leaving Heathrow at 14.15. And arriving at 16.45 at JFK's speedy 'Worldport' terminal. For details, or to make reservations, see your travel agent.



OVERSEAS NEWS

Janata set for state election landslide

NEW DELHI, June 14. THE NEW Janata Party was today poised for landslide victories in most of the 11 Indian states and three union territories...

Compromise pledge averts African boycott of games

BY MARTIN DICKSON

THE COMMONWEALTH Conference seems to have rescued next year's Commonwealth Games in Canada from a threatened African boycott by drawing up a compromise statement...



The statement says future sporting contacts of any significance between Commonwealth countries—or their nationals—will be on a non-political basis...

... but nothing so far seems able to close those yawning gaps

BY BRIDGET BLOOM

HAS THIS Commonwealth Summit Conference been the most boring on record—or has it actually achieved something?

Some of the reasons are floating on the surface, others are to be found in something which should worry all—and there are still plenty here in London...

Soweto student boycott

JOHANNESBURG, June 14. MORE THAN 3,000 students were reported to be boycotting classes today in the black township of Soweto...

Guerilla hunt in Rhodesia

SALISBURY, June 14. THE RHODESIAN military command said its troops were today hunting a band of black nationalists who killed three people...

U.S. to unveil food plan

SINGAPORE, June 14. THE UNITED STATES will unveil its plan for a world food security system at a World Food Council Conference in Manila next week...

Lebanon delays army reform

BY HSIAN HIJAZI

THE LEBANESE Cabinet last night accepted the resignations of 17 senior army officers but postponed the completion of restructuring the army for six months...

Peking condemns Japan oil pact

BY A SPECIAL CORRESPONDENT

CHINA HAS sharply criticised Japan over the Tokyo-Seoul joint oil development pact, formally ratified last week in the Japanese Diet...

WORLD TRADE NEWS

Japan curbs exports to Algeria

THE Japanese Trade and Industry Ministry said it is restricting the issue of licences for industrial plant and ship exports to Algeria.

This follows a sharp rise in Japanese trade credits to the country and Algeria's increased external liabilities, reported to amount to \$8.5bn last year...

Car exports

Japan exported 349,033 vehicles worth \$912m in May, the second highest monthly figure...

Whesoc contract

Whesoc Heavy Engineering has secured a \$2.5m contract for the design and construction of a shell and tube heat exchanger...

Award for India

Tata of Bombay has won the contract to design and build a \$164m thermal power station at Pasir Gudang in Johore State...

S. Korean award

Hyundai Construction of South Korea has won a \$72m Saudi Arabia contract for the electrification of the Assir area on Saudi Arabia's Red Sea coast...

Eaton builds new plant in Spain

EATON has increased its ownership of Productos Liva (Pelsa), a Spanish engine valve manufacturer, from 49 per cent to 80 per cent...

WORLD SHIPPING

All at sea over U.S. cargo policy

BY JOHN WYLES IN NEW YORK

POLICY POSITIONS on a range of issues from energy to human rights have left no room for doubt about the Carter Administration's ability and readiness to take decisions...

Optimism in Tokyo over nuclear reprocessing plan

BY DOUGLAS RAMSEY

TOKYO, June 14

JAPAN'S own experimental reprocessing plant built at Tokai, Mura, north of Tokyo by the French company S. Gobain...

On Thursday, Mr. Matsunaga will report on his Paris discussions to a joint forum of presidents of the nuclear utilities...

Machine tool export target set

BY KENNETH GOODING, INDUSTRIAL CORRESPONDENT

THE U.K. machine tool industry has set itself the target of boosting exports to 60 per cent of turnover by 1980...

Mothercare to boost U.S. sales

BY DAVID WALKER

MOTHERCARE, which opened its first U.S. store under its own name in April following its acquisition of 10 small U.S. stores in July last year...

Tool Trades Association, gave a hint about them yesterday. He said: "Conditions in the U.K. make it imperative that machine tool companies place more emphasis on exporting in future..."

Mothercare to boost U.S. sales

Overall, Mothercare's involvement in the U.S. is on a far bigger scale than its earlier—and to some extent abortive—efforts beyond Britain...

All at sea over U.S. cargo policy

But President Carter does have a problem, which is partly structural and partly political. The American flag is about one-third the size of the U.K.'s and about three times as old on average...

HOME NEWS

British ports 1976 surplus tops £38m.

BY ROY ROGERS, SHIPPING CORRESPONDENT

INCREASED TRAFFIC levels helped Britain's ports to achieve their highest net surplus...

BSC spends £33m. to improve billets

BY DAVID FREUD, INDUSTRIAL STAFF

THE BRITISH Steel Corporation is spending £33m. on improving special billet manufacture...

Transport chief tells councils to 'make do with what you have'

BY IAN HARGREAVES, TRANSPORT CORRESPONDENT

LOCAL AUTHORITIES will have to seek solutions to transport problems mainly through improved management...

mind three points in formulating transport programmes: that Mr. Rodgers's forthcoming transport programme should be given to councils...

Burton redundancies likely to reach 2,500

BY DAVID FREUD, INDUSTRIAL STAFF

TOTAL redundancies in the Burton Group are likely to rise to nearly 2,500 this year...

Extension sought for platform yard lease

BY RAY FERMAN, SCOTTISH CORRESPONDENT

ANDOC, the Anglo-Dutch oil platform construction company, is negotiating with the Government for an extension of its lease on the empty yard at Hunterston...

Trenchard calls price control a 'con trick'

By Stuart Alexander

PRICE CONTROL is the "biggest con trick used on the public," Lord Trenchard, retiring president of the Institute of Grocery Distributors, claimed yesterday...

Sheffield recovery strengthens

CONTINUING EVIDENCE of industrial recovery in the Sheffield region is reported today in the quarterly survey of business opinion published by the Sheffield Morning Telegraph.

Scrap merchants are seriously concerned at low sales and falling prices. Engineers, however, are generally reporting healthy business with particularly good export chances in specialised products like steel rolls.

Senior changes at Pilkington

APPOINTMENTS

PILKINGTON BROTHERS has made the following appointments from September 3: Mr. S. Rediffusion's Yorkshire and also Safety Glass Europe (Triplex Holdings) to become chairman of the Glass Fibre Division. He will be succeeded at Safety Glass Europe by Mr. G. N. Iley, who is managing director of Pilkington ACI in Australia.

cent death of Mr. Len Thurman, Australia. He subsequently became chairman of senior executive posts with the investments and Olessey. Mr. R. E. Blackman and C. J. Rockett have joined the Board of CHARLES FULTON AND CO. and Mr. M. B. Taylor and Mr. J. R. Todd have resigned. This follows the completion of the purchase of 51 per cent of the issued share capital of Charles Fultons by Gill & Oulif Group from Jessel Joyce and others.

Advertisement for 'How to get rent-free offices for up to seven years'. Includes a map of 'The Areas for Expansion' and contact information for the Industrial Expansion Team.

Advertisement for a 'New 9p stamp for Jubilee'. Details the stamp's value and availability.

Advertisement for 'Cool car comfort with an Alpinair vehicle air conditioning system'. Features an image of a car and text describing the system's benefits.

Large advertisement for 'ELECTRICITE DE FRANCE' featuring a logo and details of a US \$ 600,000,000 Eight Year Loan. Lists various international banks and financial institutions.

Handwritten signature or mark at the bottom of the page.

دبي اسيكس

CITROËN CX SAFARI. A DIFFERENT KIND OF ANIMAL.

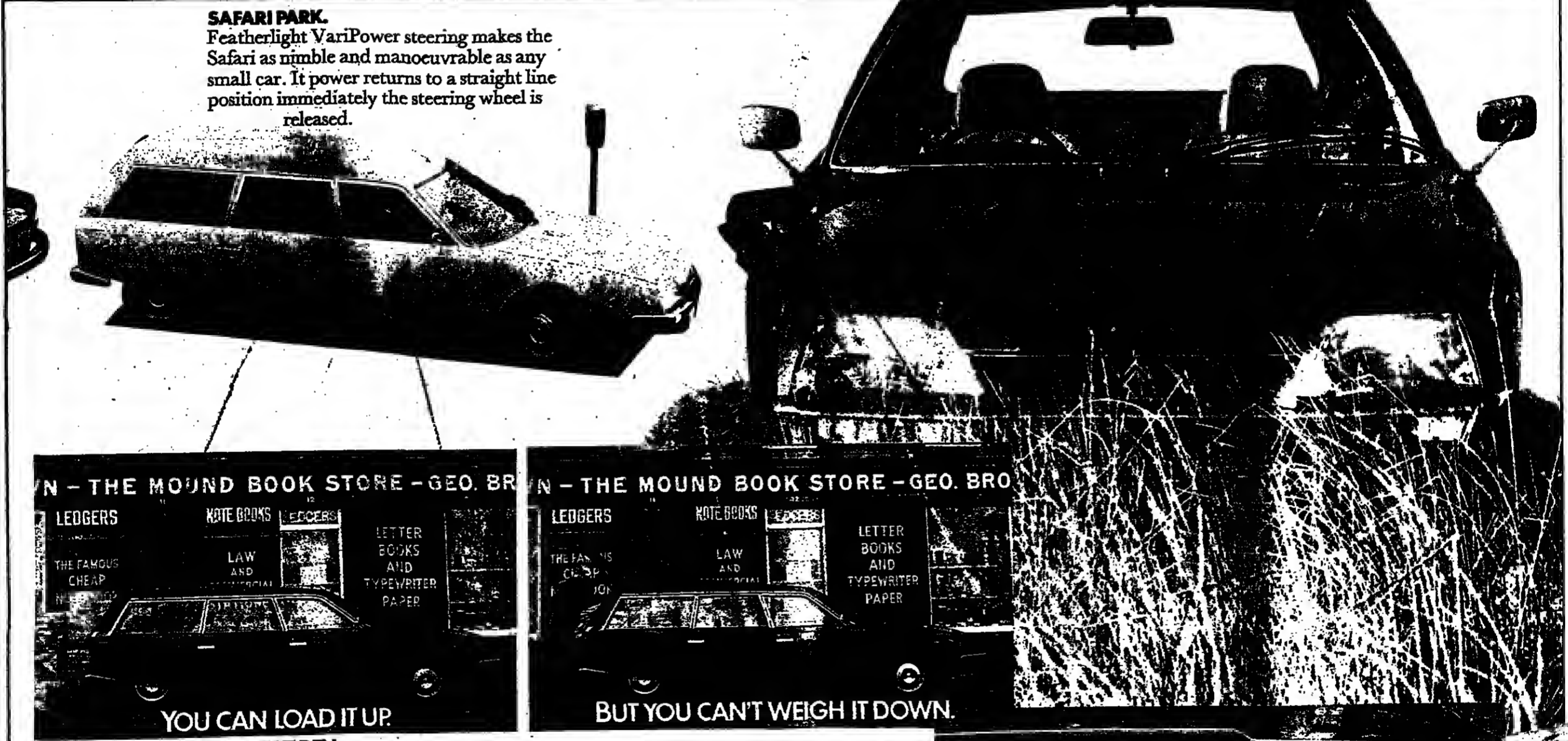
RUGGED AS A RHINO, GRACEFUL AS A GAZELLE.

Drive across the roughest tracks you can find: Citroen's famed hydropneumatic suspension - proven in the toughest rallies and in over 20 years' production experience - gives a ride like a luxury saloon cruising along the motorway.



SAFARI PARK.

Featherlight VariPower steering makes the Safari as nimble and manoeuvrable as any small car. Its power returns to a straight line position immediately the steering wheel is released.



N - THE MOUND BOOK STORE - GEO. BRO

LEDGERS NOTE BOOKS LEDGERS LETTER BOOKS AND TYPEWRITER PAPER

THE FAMOUS CHEAP LAW AND COMMERCIAL

YOU CAN LOAD IT UP.

A BEAST OF BURDEN.

The Safari can carry just over half a ton in its massive 75.16 cu.ft. luggage space. Its hydropneumatic suspension automatically adjusts to compensate for any weight load so the Safari body is always kept at a constant height from the road surface.

N - THE MOUND BOOK STORE - GEO. BRO

LEDGERS NOTE BOOKS LEDGERS LETTER BOOKS AND TYPEWRITER PAPER

THE FAMOUS CHEAP LAW AND COMMERCIAL

BUT YOU CAN'T WEIGH IT DOWN.

SAFE RIDES FOR THE CHILDREN.

The steering, handling and roadholding of the Safari are superb, making it an extremely safe car to drive. Collapsible zones in the body shell are designed to absorb impact in a collision. The profiles of the door interiors follow the shape of the human body. There are no sharp or hard projections inside the car.



CARAVAN SAFARI.

More powerful than its main competitor, the Safari's 2111 cc engine can tow loads of up to 2400 lbs. Its hydropneumatic suspension keeps the towbar at a constant height, which helps prevent tow bars and caravans from swaying about.



CITROËN CX SAFARI

CX2400 Safari £5298.95 CX2400 Safari with C-matic £5569.20. CX2200 Safari Diesel £5497.83. Prices include car tax, VAT and inertia reel seat belts, but exclude number plates and delivery charges. Prices correct at time of going to press. All Citroen cars have a 12 month guarantee. Please enquire about our Personal Export, H.M. Forces and Diplomatic schemes and Preferential Insurance and Finance schemes. Check the Yellow Pages for the name and address of your nearest dealer. Citroen Cars Ltd., Mill Street, Slough SL2 5DE. Tel: Slough 23808.

Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

SERVICES

Stand-by air supply saves penicillin

BREAKDOWN earlier this year of the services plant at the 13th Capthorn complex near Newcastle-upon-Tyne operated by Glaxo as a major U.K. centre for the production of penicillin and other drugs posed an immediate and serious threat to product under process.

Within three days, however, the company was able to call in a full stand-by service of compressors, producing totally oil-free air, to supplement the defective plant services. These machines have, so far, provided 3000 hours of round-the-clock operation, saving a large amount of antibiotics and the expense attendant on starting up the plant anew after a complete clear-out, had this in fact had to be done after a closure.

Close collaboration was maintained between engineers from Seymour Air Power and Glaxo to speed adaptation and modification of the pipework linking the

plant and the bank of eight large compressors. This was done in time to minimise loss in the fermentation process. And to keep the group running smoothly, Seymour provided a round-the-clock maintenance service.

Seymour uses Atlas Copco PFS1500 machines for this service, which is the first offered in Europe as a specialist emergency problem-solving arrangement for general industry, the petrochemical group, as well as brewing, food and construction.

It has invested over £1m in its compressor fleet and chosen an advanced specification for the portables which have an output of 1,500 cfm and are silenced to 75 dB (A) at seven metres.

Further information on this operation and on the availability of the compressors from the company, Seymour Air Power, Durrant Hill, Carlisle CA1 3NU, Carlisle 28271.

INSTRUMENTS

Support for leisure equipment

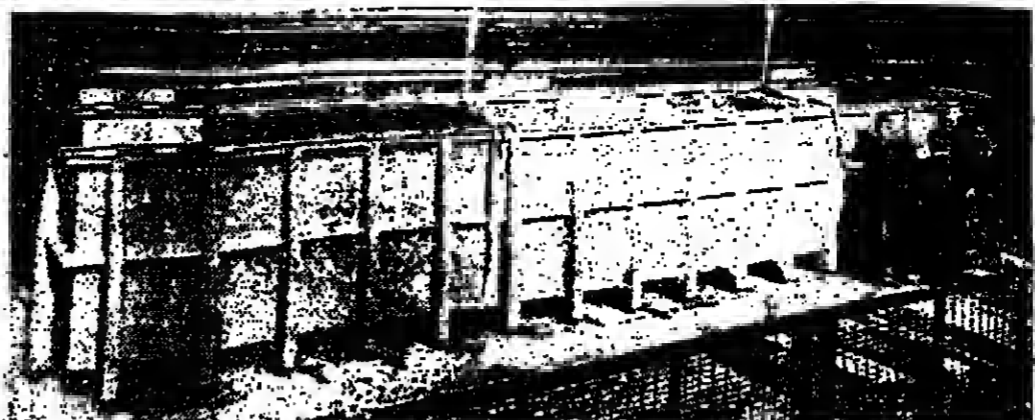
WOW AND fitter meter PM 6307 enables service technicians to check and align audio and video cassette recorders and gramophone turntables to performance limits previously measured only in laboratories.

The meter consists of a high stability crystal controlled oscillator at 3.15 kHz or 3.15 kHz, a measurement section and two analogue meters showing drift and fitter to 3 per cent, each in three ranges.

The PM 6307 can differentiate between electrical and mechanical problems. Generally excessive wow and fitter readings are indicative of mechanical wear or failure and drift is often associated with faulty electronic circuitry.

A standard DIN input/output socket is located on the front panel of the meter to connect most domestic recorders and record-players which form the majority of applications for this instrument. The unit is 110 mm high, 230 mm wide by 210 mm deep and weighs 1.5 kg.

Pre Unicorn, York Street, Cambridge, 0223 58866.



Manufacturer of cold-drawn precision tubing for fluid power and mechanical applications, T.I. Tubes has recently installed two very large pickling tanks, one of which is shown here, made in Colmar, the British Celanese polypropylene/glass laminate by Hygrade Industrial Plastics of Hunters Lane, Rugby. The tanks measure 17 metres in length by

1.5 deep by 1.4 metres wide, weigh about 2,700 kbs, each and are intended to contain 4,000 litres of sulphuric acid in a 10 per cent solution held at 60 to 70 degrees C. Additional strength has been provided simply by using timber framing enclosed with the standard glass-reinforced isophthalic resin housing. The polypropylene surface of the tank resists attack by the hot acid.

PROCESSES

Washes out the mixers

AT THE end of the working day the truckmixers operated by the ready mixed concrete industry have to be washed out. To add to the problem, returned while or part loads require disposal facilities.

The traditional method is to provide a settlement pit into which water, cement slurry and aggregate from the truckmixers are tipped. This provides more problems—the excess water may not be acceptable to the local water authority, mains water charges for washing out are rising, and eventually the semi-solid concrete mass at the bottom of the pit has to be dug out and transported for dumping.

Claimed to solve all these problems, and to recover 80 per cent of the aggregate, is a plant called the Wastemaster. Made by Batching Plant, it was jointly developed with Titecon, a company which has been test mixing units of three of its ready mixed concrete depots.

Basically, the Wastemaster is a welded steel tank holding 13,500 litres of water, and each unit can wash out up to four truckmixers simultaneously. Electrically powered, the equipment is fully automatic and is operated by the truck driver.

A truckmixer stops at one of the wash out points on the unit,

DOWTY
mining
equipment
worldwide
Chesham, England

and the driver starts the unit. At a rate of 350 litres per minute some 1500 litres of water pumped into the mixer is which is revolved for a minutes; and the contents then dumped back into the tank. Driven by a 15 hp motor chain and scrapers immediately removes the aggregate deposits it for re-use. The cement slurry is left in an overnight, then slowly scraped out. The slurry is deposited in a skip for disposal, providing far less of a problem than mass from a traditional pit.

The water used is continuously recycled, and only requires topping up.

It is estimated that compared with traditional waste disposal methods, operating costs can be reduced by up to £1.10 per cu. metres of concrete. The plant costs at £10,500.

Details from the market: Brinkhill Industrial Estate, Ton, Notts, NG16 6NS, 810061.

DATA PROCESSING

Amdahl move in U.K.

FORMATION of a British subsidiary, Amdahl (U.K.), has been set in train by Amdahl Corporation of the U.S., which is attacking IBM's installed base of large machines both in North America and outside.

For the time being, the activities of the U.K. branch will be confined to sales efforts and eventually servicing. Later, the international company will select Dublin as a centre within the EEC to assemble its three large machines.

all' competitors in the computer game.

Four companies which provide financing in Amdahl prior to its initial public offering have been arranging the sale of 550,000 common shares, writes Donald Maclean. They include American General Life, American General Convertible Securities, the Employers Mutual Liability Insurance Company of Wisconsin, and Nixdorf Computers of West Germany.

The latter company claims to have strengthened its position in the U.S. market as a result of its purchase of a controlling interest in Entrex of Burlington, Mass.

This move has cost it DM35m, and is described as a decisive move in its penetration of the North American market. Nixdorf, a privately-owned group, claims a sales volume of \$60m, and believes it will raise this figure to \$100m by 1980.

Nixdorf has been negotiating the sale of its holding of 300,000 or some 5 per cent of the common shares of the Amdahl Corp. This would be valued at about \$7.5m.

So far, the company has taken orders for and delivered 100 big computers of which three are in Europe. Practically every one will displace an equivalent IBM machine.

In its first year of production, 1976, Amdahl sold \$118m worth of equipment in 27 computer systems in the U.S. and Canada. First quarter 1977 turnover of \$38m was more than three times the figure booked a year earlier.

Dr. Gene Amdahl, who founded the company in 1970, was a senior IBM staffer for 15 years and managed architectural planning for IBM's System-360 which placed that company far ahead of

Automatic powder coat

AS PART of a modernisation programme at Leading Plastics, Aston Clinton, Bucks. (0298 630707), the company has installed what is claimed to be one of the most highly automated yet flexible, plastics coating lines in the U.K.

Easily adapted to manual or automatic application techniques, the new line has a complete degreasing, alkali phosphating unit and curing oven in the country. The T-shaped line transports the items to be coated on an overhead chain conveyor, either suspended directly or supported in a frame (used for large numbers of small items). Line speed ranges up to 30 ft/min, but the usual operating speed is 3 ft/min.

Once the items have been hung on the chain, they enter the first stage of the cleaning tunnel where they are Bonderized (a Pyrene Chemical Services process) which prepares iron, steel zinc and aluminium surfaces to give greater adhesion and durability in the final finish. In the second part of the tunnel the Bonderized surface is treated to increase its corrosion resistance. Spraying, washing and drying processes in the tunnel are automatic. It is claimed that the treatment is so effective that plastic-coated garden furniture that has been pre-treated can be guaranteed not to rust or peel for 10 years.

Following pre-treatment, the items move in the spraying booth where they are electrostatically coated with epoxy or polyester powders. Alternatively they can be dip coated in nylon, polyethylene, etc. The coated items are the oven cured.

Both the cleaning tunnel and the curing oven have apertures

Water made fit for industry

A LOW cost process to treat municipal waste water for culture has been developed by the Ben-Gurion University of Negev, BeerSheva, Israel.

It is based on the use of another inexpensive chemical in an ion exchange desalination process.

Previously, lime was regarded as a feasible reagent in ion exchange systems, is not suitable in water. By employing the Durol process, can be successfully employed in the purification system, it stated at a conference in BeSheva.

In two years of experience with BeerSheva's sewage, scientists were able to treat about 80 per cent of the matter in the water with partial desalination, thus making it fit for most agricultural and many industrial purposes.

On the basis of Israeli data, the cost of partial desalination came to about 4.5 pence per full desalination, the would be 10 pence per metre.

Ready-made systems

BETTER KNOWN for its involvement in software of considerable complexity, especially of the "teaching-up" type to make large systems perform better, Altego has now branched out into the entrepreneurial task of supplying ready-made various computer arrays for various purposes from commercial to professional.

Altego has chosen the general name of Avenger for the equipment which can be based on a variety of mini-processors from Digital Equipment Corporation.

It has available software packages to cover sales, purchase and nominal ledgers; payroll and production control; and for distributed processing applications a PL/I operating system which allows DEC processors to run back to back. Emulators exist to allow the equipment to be cut in to a network in which the central processor is either an ICL or an IBM machine.

Avengers are to be sold throughout Europe, the Middle East and the U.S. through distributors.

Altego at 38, Soho Square, London, W1V 5DF. 01-734 0681.

be used directly with a lamp display to construct a sequential or combinatorial control program since there are keys for instructions such as "on", "off" (of controlled devices), "wait for", "ask" and "go to."

Based on the Motorola M6800 processor, with normal random access memory, the system also has a permanent store in electrically erasable read-only memory able to take 1,000 instructions. The latter is in a robust plug-in capsule so that process sequences can be kept safely for up to 10 years.

More on 0279 26811.

Authority reverses decision

CONTRACTS for a £1.25m. Scottish-built computer system have now been exchanged by Honeywell and the Anglian Water Authority. This ends the long battle to supply the Authority with its first centralised in-house computer system and follows a 20-7 vote at the Authority's meeting last April.

Rather than going for an ICL machine, the Authority will now install a Honeywell 66/10 computer system in a purpose-built computer centre in Huntingdon, Cambs. Delivery will start in November and be phased over a period to June next year in time to meet the Authority's major objective for the computer system which is to go live with water rate billing by April 1979.

The outcome of the second evaluation confirmed the recommendation reached early last year by the original technical evaluation team, subsequently supported both by the directors of the Authority and its Finance and General Purposes Committees. That recommendation was reversed in the Authority meeting in May last year in favour of ICL and led to a costly and prolonged dispute.

The £1,700 I.T.T. system, called "The Director", takes as its starting point the sort of diagram that would be used by an engineer designing a relay-based controller—it could be a ladder or flow diagram or a Boolean equation. In any event, the keyboard can

Buttons set the program

IN A NEW venture, I.T.T. Components Group has developed and is manufacturing at Harlow a programmable controller which can be applied by production, process and mechanical engineers without any knowledge of computers or electronics.

According to project manager Jon Dane—himself a mechanical engineer—a serious stumbling block in the introduction of sophisticated control equipment into industries with a traditional and General Purposes Committee. That recommendation was reversed in the Authority meeting in May last year in favour of ICL and led to a costly and prolonged dispute.

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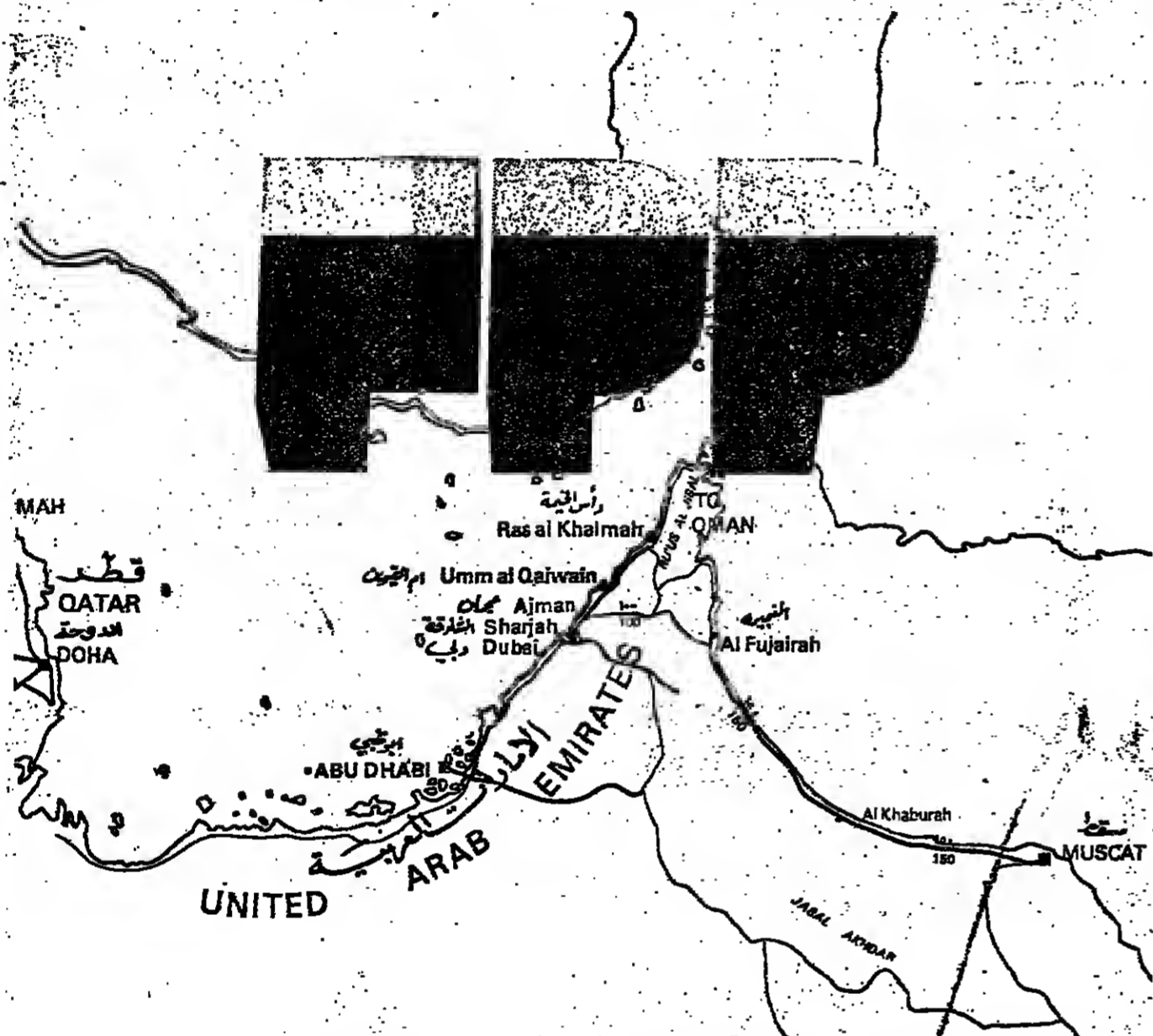
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• Arthur Falconer Associates Corp. • Galgon Corporation
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The itinerary includes many major cities and east and West Coasts of the United States.

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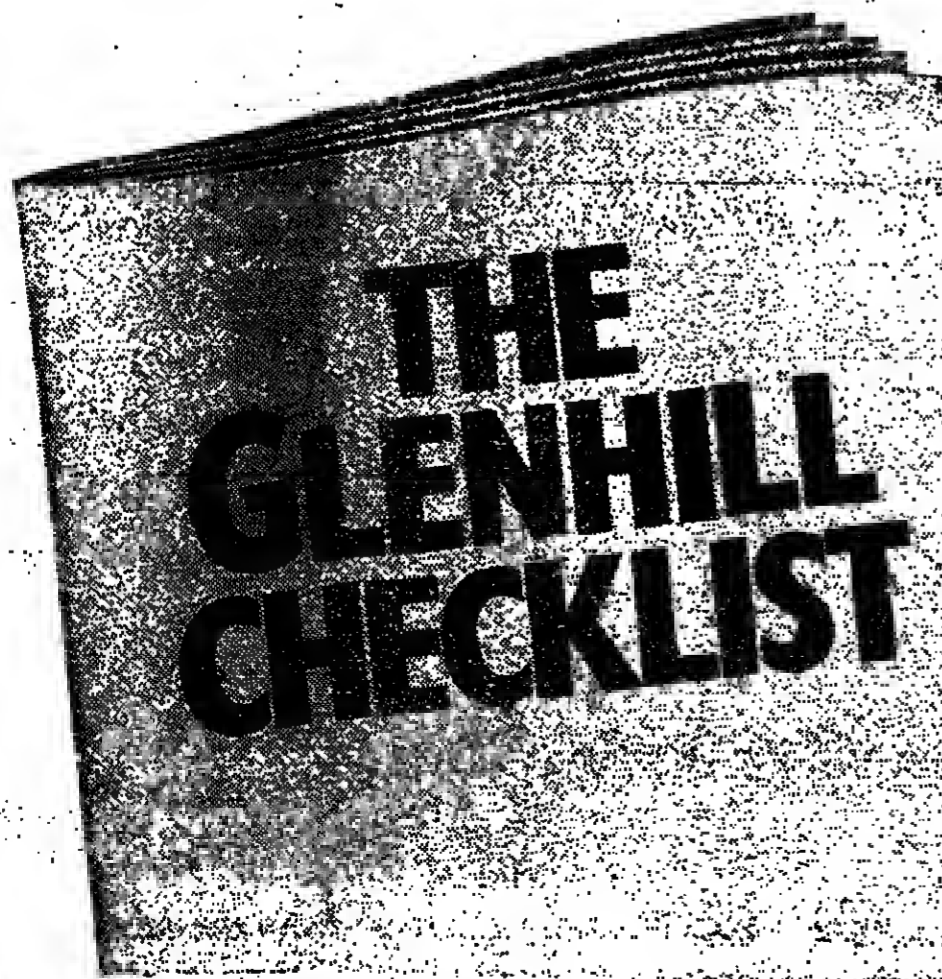
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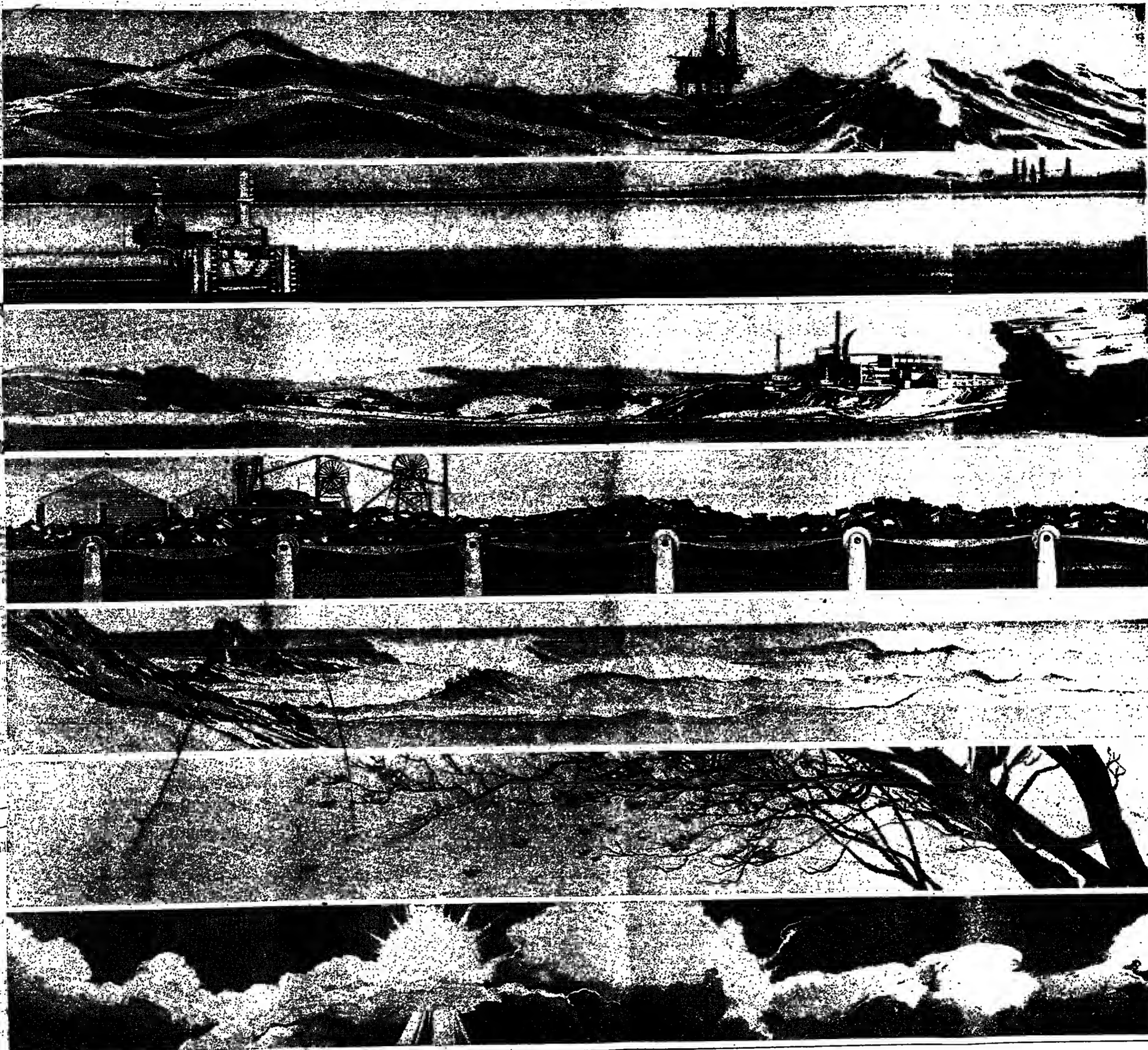
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	1975/76 £ million	1976/77 £ million	
THIRD PARTY SALES	215.0	260.0	up 21%
PROFIT BEFORE TAX	19.3	26.4	up 37%
PROFIT ATTRIBUTABLE	10.5	14.8	up 40%
EARNINGS PER SHARE (after tax)	10.6p	13.4p	up 26%

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And in this Silver Jubilee year, as proof of our belief in Britain, we're proud to say that over half of our investment has been at home.

Once again, our energy has earned us good profits. We're particularly pleased to report a 26% increase in earnings per share. Also that 58% of our profit was earned abroad.

But what excites us most is the opportunity we now have to share in the future for pollution-free electricity. With the silent power of the battery.

No-one quite knows where the world's energy will come from by the end of the century.

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Copies of the Annual Report and Accounts will be available from the Secretary, Chloride Group Limited, 52 Grosvenor Gardens, London SW1W 0AU, after July 1st, 1977.

John Gaselee

FINANCIAL TIMES SURVEY

Wednesday June 15 1977

Marine and Aviation Insurance

Excess underwriting capacity is still troubling the world marine and aviation insurance markets, and conditions may take a while to improve. In this survey JOHN GASELEE reviews prospects as seen from London and other centres.

Returns still on the low side

there is something of a price war and a consequent drop in profitability. Almost inevitably the pendulum swings too far, with the result that losses are made and in due course the insurance market increases rates so that it is once again in profit.

At the moment both the marine and aviation markets are at low points. The international marine market attracted a number of newcomers some years ago, a development which led to severe competition. There is no doubt that the competitive elements have been helped by relatively high investment earnings. Now, however, there are signs of a change.

For a start, the investment prospect is not so encouraging. But more important, insurers are seeing that underwriting results for the earlier years are far from satisfactory. Unlike certain classes of business, marine insurance has a long run-off—partly because in many cases expensive repairs may be deferred for some years—with the result that it can take time, particularly for a relatively inexperienced underwriter, to assess how an account is progressing.

Logical

In the aviation market the pattern has been very much the same. Here, capacity was increased not only by what might appear to have been logical moves by insurers into the aviation market, but also by U.S. life companies taking an interest. While it can be argued that in this way extra capacity was provided when it was needed for the larger aircraft,



Claims running into hundreds of millions of dollars are expected to follow the ground collision earlier this year of the two jumbo jets at Tenerife, which resulted in the total destruction of both aircraft and heavy loss of life.

there is little doubt that this same extra capacity has helped to contribute to the competition and general rate-cutting in the market. While the U.S. life companies have not led risks, their participation has allowed business led elsewhere at comparatively low rates to be completed.

British marine underwriters would have suffered reductions in premium income had it not been for North Sea oil business and other classes of non-traditional business. There have been reductions in premium rates for some fleets, so as to retain business. In other cases British underwriters have been content to let the business go elsewhere, feeling that the terms offered would prove uneconomic. This has meant that the British market's interest in some of the larger total losses over the past year or

two has often not been as great as it would have been in the absence of the severe competition and rate cutting.

In aviation business it may take an underwriter three or four years to discover whether he is making a profit. While the amount to be paid out on the hull of an aircraft which is a total loss is known straight away, it can take a long time before there is any clear indication of how much the consequent liability claims may total. As a result, those who entered the aviation market after the good year of 1971 are just appreciating the effect of the sharp fall in premium rates since then.

As an indication of the reductions which have been made, take the case of the Boeing 747s. When these aircraft were first introduced, 2 per cent, was

an average rate. Before the Tenerife disaster earlier this year their safety record was very good, with the result that after all the returns and deductions, the rock-bottom premium rate for a first-class airline with a good record might have been as low as 0.25 per cent.

As premium rates for airlines have dropped, so light aircraft have come to represent a higher proportion of the overall premium income of many insurers. Here too there have been rate reductions. These have not necessarily been justified by experience, but to some extent have been "in sympathy" with the reductions for airlines. Clearly also, there is even greater capacity for the insurance of smaller aircraft, and thus even greater competition. While an appreciable amount

of marine business has left the British market (on what may be no more than a temporary basis), comparatively few airlines have been lost to London altogether.

It is virtually impossible to estimate world premium income. In some quarters, however, it is felt that Britain may write as much as half of the marine premium income of the world. In aviation business, with probably even more involved reinsurance arrangements, the sums become even more difficult. Nevertheless, it is clear that the British market writes a significant proportion of the world's aviation premium income.

One effect of being the leading market is to make it a target for competitors. For some time leading underwriters in the London market have had com-

plete freedom to fix renewal terms for fleets of ships. The Joint Hull Formula has remained in existence as a guide-line for underwriters, but it has been recognised that the biggest single disadvantage of the formula is that it becomes a target for competitive attack. As one leading underwriter at Lloyd's has said, an underwriter abroad usually can determine the sort of rating level which will be required for renewal by the London market, and the more responsible insurer will base his quotation on his need to compete, rather than on actual results.

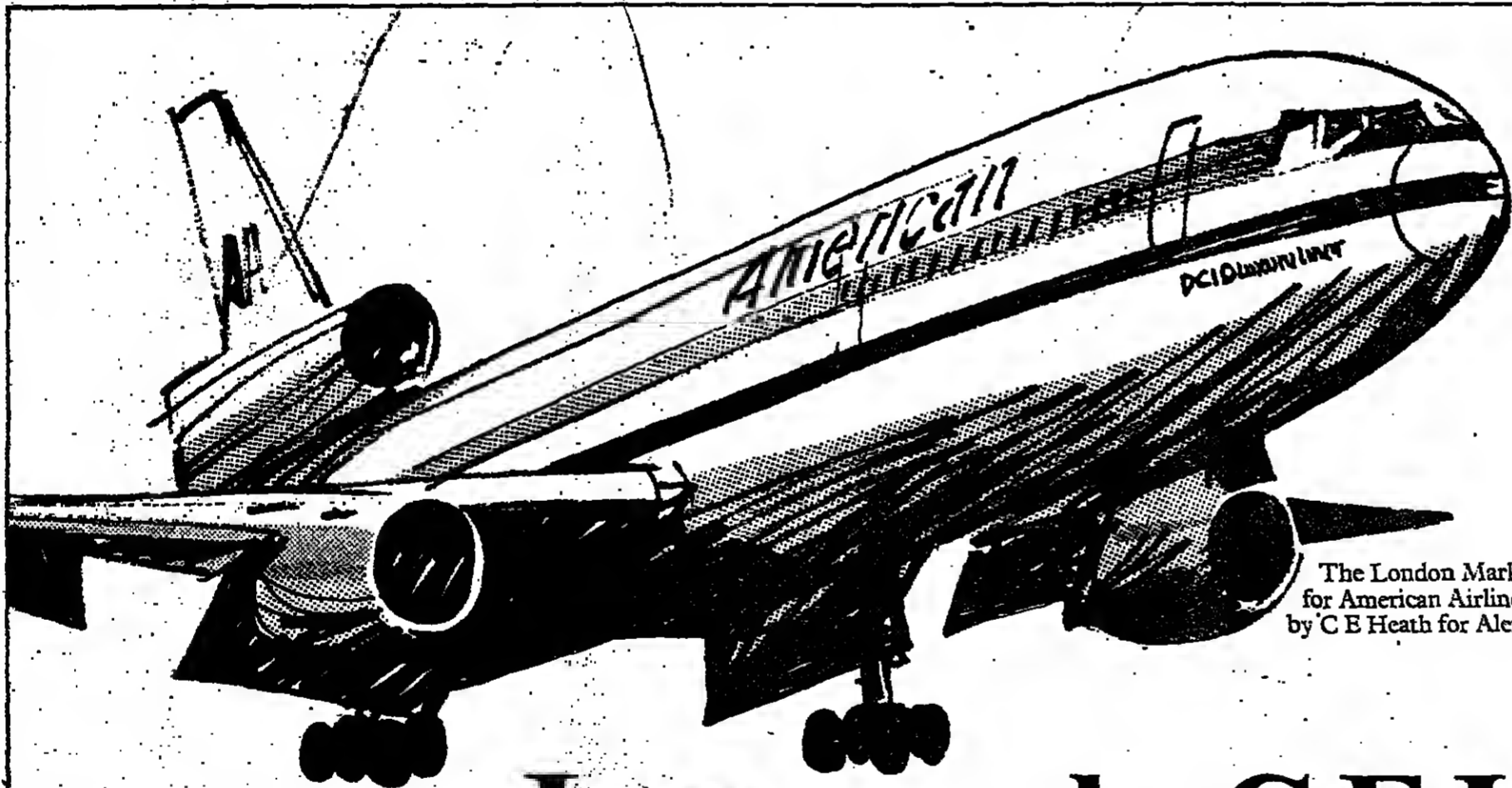
Experts

There are, however, certain classes of marine insurance where the world market depends to a great extent on London. Underwriters in London are the acknowledged experts in connection with shore operations involving oil or gas. Considerable effort has been put into this business over the years, and there were substantial underwriting losses at one stage. The London market is anxious not to forfeit the lead which it has established in this field. Naturally, substantial reinsurance is placed, thus effectively absorbing the entire world capacity.

Both for marine and aviation insurance, the London market has the great advantage that it has a wider spread of business than any other market in the world. As a result, it can look at individual risks and fleets in the light of very wide experience. As an example, take a country's national airline. Domestic

In aviation insurance, one of the specialties of the London market is products liability. This is the liability insurance arranged by the manufacturers of aircraft, and the whole host of components used in aircraft manufacture, to provide protection for claims made on the grounds that an accident was due to faulty manufacture, a faulty component, etc.

While there are international agreements limiting the liability of airlines for claims in respect of injury to or death of passengers (although, increasingly, these limits are being circumvented by claimants), an aircraft manufacturer cannot claim such limitation of liability. Major manufacturers may arrange cover of up to \$400m, or more. For those who write this business, it can often represent an accumulation of risk since, in the event of a loss, it is additional to the insurance on the hull of the aircraft and the airline's liability insurance. The London market is the acknowledged leader for products liability insurance, and a substantial proportion of this business is written in London.



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LONDON is looked upon as the world centre for marine and aviation insurance. This is partly because of its expertise and partly the capacity which it can provide. There is, however, plenty of competition for the London market—as has been seen all too clearly in recent years.

London brokers operate on an international basis and while, on purely personal grounds, would no doubt prefer to be able to place the bulk of the business they handle in the London market, they have to respond to movements and changes of emphasis in the market, so as to secure the best possible terms, commensurate with security, for their clients. Although plenty of emphasis is given to the role of brokers in bringing back overseas business for placement in the London market, it should not be forgotten that to an increasing extent brokers have been placing business in overseas markets. Traditionally, reinsurance has been international, and the same can be said for marine and aviation business.

One of the difficulties after a large marine or aviation loss is trying to discover where the loss will finally fall, after all the different forms of reinsurance and retrocession have been taken into account. While it is usually easy enough to arrive at the amount of direct insurance (or reinsurance of domestic insurers) written by the London market, it is difficult to follow the threads after that, because of the differing reinsurance arrangements of individual insurers. Certainly in many cases the actual net loss for the London market will prove to be substantially below the initial settlement.

Elsewhere

Whereas for many classes of marine and aviation insurance London has been looked upon traditionally as the market leader, brokers have been able to develop alternative markets in recent years. In such cases, where the recognised London leaders appear to be quoting on the high side, a broker may be able to start the placing of a risk elsewhere at a lower premium. When the London market appreciates that in all probability the risk can be placed at the lower rate, it may be prepared to subscribe at that lower rate.

In other cases the position may be virtually reversed. For instance, a national airline may

be insured in the domestic market, but that market will look to London, probably its principal reinsurer, for confirmation that the rate of premium being charged is considered reasonable in all the circumstances.

Sometimes, when there is intense competition in the market, with business being written at barely economic rates of premium, insurers put the blame on brokers for forcing premiums down to unrealistically low levels. The brokers' reaction to such criticism is that they must act in the best interests of their clients and that in effect they are reflecting the mood of the market at any time. It is the market which makes the premium rate—whether or not, on the face of it, this appears to be unrealistically low or an over-reaction to poor claims experience.

After the collision of the two wide-bodied jets at Tenerife, it looked as though this would have the effect of forcing underwriters to increase many rates of premium at renewal. While immediately after the disaster this was very much so, the initial strength of mind on the part of underwriters seems to be wearing thin. Brokers make the point that there is still considerable over-capacity in the aviation market, and thus a scramble for business on the part of underwriters.

Aviation insurers do not normally want to be left off a fleet which has proved profitable in the past, and thus may well be prepared to write the risk at a lower rate of premium than they would have liked. In other words, some premium is considered better than none at all, despite the fact that in theory the rate may be too low.

Sometimes, both in the marine and aviation markets, an underwriter in London (not necessarily a member of the traditional London market) may be prepared to quote a rate lower than that required by the recognised leading underwriters, and write a line at that rate. At that point the risk may be offered overseas, with the magic words "led in London" or "London rate." Normally, such phrases indicate to overseas insurers that the risk is being written at the rate quoted by the old-established sector of the London market, and thus is generally acceptable elsewhere. Clearly the situation can be different where only one or two underwriters in London are prepared to write a risk at the rate in question.

It appears as though some overseas insurers, anxious to secure premium income, do not inquire too closely. Others who know the market are likely to ask the name of the leading insurer, or may contact underwriters in the established sector of the London market to ascertain the exact position.

Certainly brokers have a very wide choice of market on which to call. This includes not only overseas insurers based overseas, but also the increasing number of overseas insurers establishing companies in Britain. Inevitably, with such a wide market there can be serious problems regarding security.

As in any other area, often the best way for lesser known insurers to wrest business from the established market is to quote a lower rate of premium. Here, brokers may have to point out to their clients that, while a lower rate of premium is being quoted, the security is not of the same high order as the established market. It is then up to the client to make the decision. This is all part of the service provided by a broker, and it can prove crucially important.

When arranging reinsurance, brokers must also think of the level of protection being provided for the insurers for whom they are acting. Added to this,

insurers arranging outwards reinsurance are likely to have their own views on the subject, and may very well provide brokers with "black lists" containing the names of insurers which they are not prepared to accept as security.

In many ways they can help to provide local insurance markets throughout the world with practical assistance and flexible reinsurance arrangements. While the London market cannot claim to have innovated this idea, perhaps it can claim to have given local markets more freedom than some other reinsurers which have set out to cultivate them.

Finally, brokers have been caught up in a currency controversy. The London market writes insurance and reinsurance to more than 70 currencies. Premiums are paid to the broker in the currency applicable to the particular policy. Currently, however, the broker settles with London insurers in one of three currencies—U.S. dollars, Canadian dollars or sterling. Any currency other than those three is converted by the broker and settled in sterling.

There are arrangements by which, within limits, insurers can buy currencies and hold large claim.

That, however, does not get over all the problems, and there has been plenty of discussion as to whether brokers should settle in more currencies subject to Bank of England approval. There are arguments in favour and against, but there is no doubt that when sterling was falling sharply underwriters were in a serious position in receiving premium at one rate of exchange and having to pay claims some time later at a very different rate.

While there have been various improvements in the level of currencies which insurers can hold, the current position is not entirely satisfactory. Nevertheless, it does mean that a broker can make a single settlement in respect of a multitude of currencies and, using sterling as a medium of settlement, claims in one currency can be set off against premiums in another, which would be impossible if individual currencies were settled independently. A further advantage for the broker is that it reduces the need to make cash calls upon insurers. Premiums in a variety of currencies can effectively be used to pay a relatively large claim in another currency. With individual settlements, underwriters would have to be asked for a special settlement for every large claim.

Keen quotes for sea cargoes

INSURANCE OF seagoing cargoes is spread widely around the world, with such insurances tending to be placed in domestic markets and individual insurers arranging for whatever reinsurance they need. There has been relatively keen competition in the market, and some underwriters consider that rates have been insufficient to build reserves for the virtually inevitable catastrophes which can be expected in the future.

There has been an increasing growth of container traffic, with more ports throughout the world becoming equipped to handle this mode of transport. This business, therefore, is forming a larger proportion of the cargo account than in the past.

Recent statistics show that there are three principal forms of container loss: breaking, denting and scratching; fresh water, theft, pilferage and non-delivery. Losses under the first heading mainly result from insufficient packing, especially when the container has been "stuffed" at the place of origin rather than at a container depot. More favourable experience has resulted from containers being carried on deck, rather than in the hold, of better methods for securing such cargo. To try to reduce losses from theft, pilferage, etc., efforts are being made in certain quarters to collate information on container losses, so as to try to establish whether there is a particular pattern of loss.

This applies particularly, although not exclusively, to less cargo insurance being arranged. It is the London market which would gain. In the liability field, it is a particularly important market, whereas, as is well known, cargo insurance is written extensively in domestic markets throughout the world. There are many countries where a reasonable amount of cargo insurance is written, but where there are virtually no national fleets of vessels.

The more or less universal view among insurers is that the best way of protecting those with an interest in goods is to let them choose their own insurance protection, freely negotiating the conditions which are best adapted to the nature of the goods and the pattern of the trade. The relationship arising from cargo insurance is contractual and recourse to law is the exception.

Varying

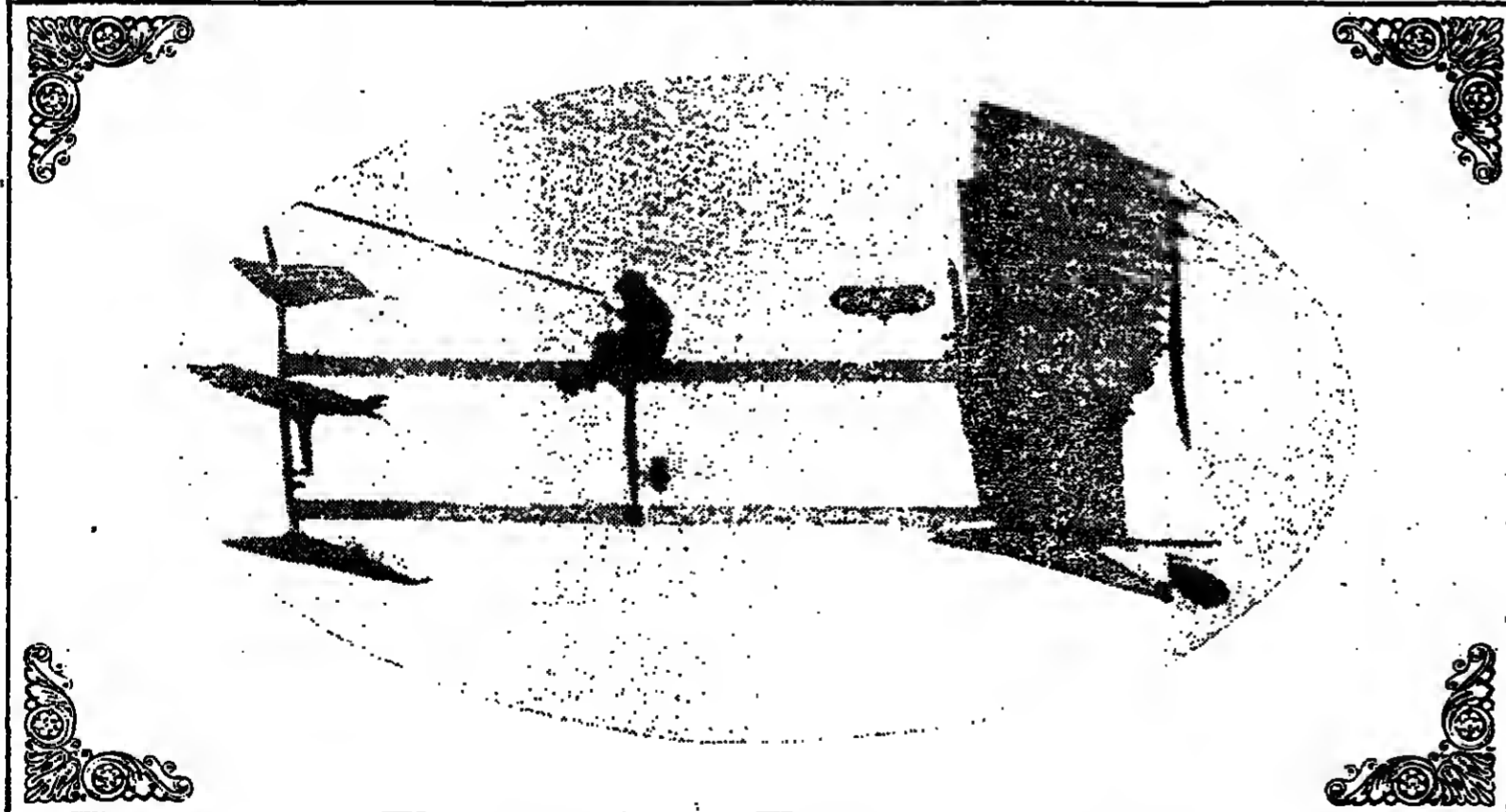
If, on the other hand, shippers were obliged to make recoveries from shippers, there would be a loss of flexibility; liability premiums probably would be payable as a lump sum, and thus could not be adjusted according to the risk relating to particular goods. This would result in the shippers of low risk cargoes subsidising the remainder. With cargo insurance, particularly where some type of continuous contract exists with an insurer, recognition is given to the varying claims experience of individual shippers. In the case of large shippers, administrative costs can often be reduced.

Those in favour of the changes point out that the existence of carrier's liability insurance and cargo insurance (both of which are intended to indemnify the same claims) represent a costly duplication in cargo insurance premium and freight charge for a shipper, whereas with the entire risk concentrated on the carrier recourse action of the insurers against the carriers could be avoided.

Unfortunately, this would not meet the requirements of shippers, and cargo insurance would not become superfluous. Carriers would still benefit from certain exceptions from liability, leaving cargo interests uncovered unless they made their own insurance arrangements.

Insurers, therefore, take the view that the proposed modification would not result in the abolition of cargo insurance. Clearly, it would be impracticable to make a shipowner liable for loss of or damage to cargo except when it is in his control and care. While there are a few "blurred" points as to when this period starts and ends, usually the movement of cargo starts well before it arrives at the port warehouses and continues beyond the warehouse at the point of destination.

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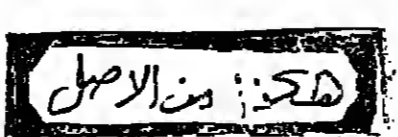


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MARINE AND AVIATION INSURANCE III

Hull rates depressed

THE MARINE insurance market considers that the premiums paid by shipowners are still too low, but it is only a severe ice-cutting war within the insurance industry which has not premiums down to unacceptably low levels. Despite inflation, and the resultant rise in the cost of repairs, there has been no overall increase in hull rates.

In April 1976, however, underwriters in the London marine insurance market were commended by the Joint Hull Committee to impose a 10 per cent loading for vessels insured in sterling, Italian lire and Spanish pesetas. The reason for this was simply to try to redress the effect of serious devaluation of the respective currencies, and was suggested that the surcharge should also apply to increases and reductions in the rates of vessels being added to fleets already insured.

In the past a substantial proportion of world shipping was insured in sterling. That is no longer the case, since it benefits other owners not insurers in the current circumstances. For underwriters, there is the position at although premiums are received in sterling it is likely that claims for repairs will be

payable in other currencies, with the result that underwriters run the risk of a fall in the value of sterling between receiving the premium and settling the claim.

Understandably, there has been a further acceleration of the trend for international shipowners to insure their vessels in U.S. dollars. A number of British fleets are also insured in dollars. Quite apart from the question of any surcharge, it is important for a shipowner to be insured in a relatively stable international currency.

Dropped

When the value of sterling fell, it meant that the amount recoverable in the event of a total loss, in terms of international purchasing power, had dropped significantly. In some cases, while a vessel might have been insured for a value which represented the replacement cost, the drop in the value of sterling compared with the currencies of some major shipbuilding nations meant that a claim for total loss would have been quite inadequate to purchase a replacement.

While it is generally agreed among most marine underwriters that the total volume of

hull premium is insufficient, underwriters have not so far been able to introduce a general upward revision of rates. Some have taken the view that it would not be practicable to introduce an overall surcharge, as it would be difficult to apply it to owners with consistently good results.

At some stage, of course, there must be an upward move in rates. While shipowners appreciate that underwriters are entitled to more premium, naturally they are anxious to take advantage of the current situation for so long as it exists!

Buying a year's insurance at a price which cannot subsequently be increased for the period of cover has definite attractions when it is clear that the price is relatively low. If at some stage there is a sharp upward revision of rates, because of a contraction of capacity as a result of poor underwriting experience, some owners may choose to move away from the commercial insurance market for their protection.

In the non-marine market, large organisations operate their own "capture" insurance companies. These write the insurance business of the company owning them and reinsure in the commercial market. That is one way of tackling the prob-

lem for a large shipowner. On the other hand, to spread the risk over a wider base, it may be preferable to join forces on a mutual basis with other shipowners.

There are plenty of precedents for mutuality among shipowners. For instance, there are about 14 or 15 Protecting and Indemnity Clubs of significant size for international ocean-going tonnage, apart from smaller clubs dealing only with coasters, etc. Nearly all the international clubs are based in, or have strong connections with, Britain.

Probably rather more than 80 per cent of the world-wide fleet of shipping is entered with the clubs, which provide cover on a mutual basis for risks not normally insured by the commercial market. Protecting risks include personal injury, other crew liabilities, collision liabilities not covered in the hull and machinery policies, and damage to piers and other objects. The indemnity cover is concerned chiefly with shipowners' liability to cargo for short delivery, damage, over-cargo, etc. In addition, there is cover for immigration, customs and other fines to which a shipowner is exposed by the negligence of the master and crew.

P and I clubs also give pollution cover to members.

Being mutual, clubs cannot charge a fixed cost for the cover. Instead, "calls" are made, dependent on experience.

The clubs try, however, to smooth experience in a variety of ways, including arranging reinsurance protection in the commercial market for very large individual claims.

Mutuality

There are many other and more specific examples of mutuality. For instance, Oil Insurance of Bermuda, commonly known as OIL, is a mutual insurance organisation with 33 major oil companies in membership. About 85 per cent of the insurance in connection with the oil platform Bravo in the Norwegian Ekofisk field was placed with OIL, leaving only about 15 per cent spread over the French, Norwegian, New York and London markets. Naturally, OIL has reinsurance to protect the participating companies in the case of particularly large claims.

While so far there are not many mutual hull clubs in existence, there are at least some, and the idea could gain popularity. Naturally, particularly at the outset, such a club needs substantial reinsurance protection.

While some underwriters might not be prepared to write this business, feeling that the risks should be placed in the market in the normal way, almost inevitably others will take the view that the club will get off the ground, and that there is nothing to be gained by voluntarily declining to write the business.

While, therefore, underwriters would like to see premium rates increased, there is the risk of losing some of the business to mutual organisations of one kind or another, with only the reinsurance coming to the market. Quite apart from that, larger shipowners are understandably prepared to take substantial deductibles in their policies so as to keep premiums at reasonable levels. Increasingly, therefore, underwriters are losing the day-to-day run-of-the-mill claims, with greater emphasis being placed on cover for major losses.

Pleasure craft market

IT IS CURRENTLY something of a buyer's market for those wishing to insure most types of sailing boats and motor boats for pleasure purposes. This is because of keen competition within the insurance market—brought about to a great extent by the general economic position.

In the past, for most insurance companies and syndicates underwriters at Lloyd's write yacht accounts, there has been a natural increase in business—simply because of the increase in the number of boats in the country's coastal and inland waters. Now, a substantial proportion of newly constructed boats in the U.K. are exported, with the result that there has been comparatively little growth in the number of vessels in use within the country.

ated by owners is that, while there has been a slight increase in boat building costs over the past few years, repair costs have increased at an even larger pace. One effect of this is that if the sum insured has not been increased, damage which a few years ago could have been repaired at a cost within the sum insured may now render a vessel a constructive total loss.

Naturally, the sum insured is important so far as major damage or total loss are concerned. In addition, salvage charges are assessed on the full salved value of a vessel. If, therefore, a vessel which is under-insured is salvaged, without incurring very much damage, the salvage charges may be assessed on a higher value than the assured value. In this case, insurers will meet only their rateable proportion of the salvage charges, leaving the owner to bear the balance.

The saving in premium achieved by under-insurance may not amount to very much, since the rate of premium may be adjusted according to the figure for which insurance is arranged. Traditionally, for instance, there has been an argument in favour of a reduction in the premium rate as the sum insured has been increased. That was logical with reasonably stable repair costs, since only the total loss element and salvage charges would be affected by the higher sum insured.

Now, since repair costs have increased so sharply, insurers need higher premiums to stay in the same position for normal claims resulting in repairs of an everyday nature. As a result a rule of thumb arrangement adopted by at least one yacht syndicate at Lloyd's is to leave the rate of premium unchanged for any increase in sum insured up to 20 per cent. Should an owner increase the sum insured by more than 20 per cent, some reduction may be allowed in the rate of premium—but only in respect of the increase in value in excess of 20 per cent.

Apart from competition between insurers, resulting in something of a price war, there have been other improvements for the owners of yachts and boats. Some insurers are offering appreciably higher rates of no-claim discount than others. On the other hand, many yacht underwriters do not want to put

themselves in the position of granting unrealistically high no-claim discounts which, effectively, means that the basic rate of premium has to be higher than is really necessary.

With yacht insurance owners so often have comparatively little control over the loss situation. While the majority of motor insurance claims result from incidents while somebody was in the car (apart, of course, from theft, damage to parked cars, etc.), a high proportion of claims made by yachtsmen result from incidents when they were not on board. Severe storms when vessels are on their moorings can result in widespread damage. Theft and damage caused by vandalism are also of growing concern to underwriters. Now, a significant part of each premium is charged specifically to cover these risks.

A few insurers have abolished no-claim discounts for yacht insurance. Clearly this can avoid arguments at renewal, quite apart from making the administration more straightforward for the insurers and thus cheaper to operate. Where there is no no-claim discount to deter owners from making comparatively small claims, a compulsory excess may be imposed for accidental damage claims. Normally, if an owner wishes to bear a voluntary excess as well, this will result in a reduction in the premium.

are promptly "exported" in bulk. It is a stipulation of an insurance policy that, for the theft of an outboard motor to be covered, it must have been locked securely to the craft by an anti-theft device in addition to its normal method of attachment.

Some years ago a significant section of the yacht insurance market decided that, in the event of the loss of an outboard motor, the full cost of a brand-new replacement would not necessarily be met. The aim was to make some allowance for depreciation and wear and tear, with this not exceeding one-third. In other words, the aim was to provide an indemnity for market value, rather than a guarantee to yachtsmen that they would be able to claim a minimum of two-thirds of the sum insured. Now, however, some insurers, feeling that yachtsmen dislike having claims scaled down (for whatever reason) have reverted to the old principle of paying the full insured value on outboard motors.

Normally speedboats (that is, craft with a designed speed exceeding 17 knots) are subject to special speedboat clauses. Some insurers, however, have been prepared to amend these clauses in different ways. For instance, it is no longer universal for cover to be excluded while an insured craft is moored off an exposed beach or shore. Nor do all insurers exclude damage to propellers of speedboats, if hit by floating timber, etc. Some insurers are more lenient than others about the necessity for fire extinguishing equipment.

There is, therefore, plenty of competition among the insurers of yachts and boats. But, as with virtually every form of insurance, the cheapest is not necessarily the best. Yacht insurance is still conducted on a more personal basis than many other classes of insurance, with the result that an owner with a good record over the years will have built up some indefinable goodwill. There is no doubt that, in the event of a "borderline" claim of some kind, this goodwill can prove invaluable. Secondly, where really low premiums are quoted, the cover may not be as wide as is available elsewhere, or there may be a certain amount of chicanery at the claims stage, so as to save money.

Wrest

This means that those yacht owners wishing to increase their portfolio have to wrest the business from the existing insurers. As a result, some insurers have been cutting their premium rates—when, in view of inflation, rising costs of placement, etc., probably they should really have been increasing their premiums.

While some insurers have said to take a realistic line by increasing premium rates, this is not always had the desired result. There has been a tendency in such cases for the other business to move elsewhere, and for such insurers to be left with the less desirable business on their books.

Traditionally, yachts have appreciated in value. Now, however, in many cases, with inflation, yachts are appreciating in value and many insurers have an urging owners to increase the sums insured.

It is not easy for an owner to arrive at a correct value for insurance purposes. It can be said that there is a choice of three different values. For instance, there is the value of brand-new replacement. Secondly, there is the value based on repair costs and, finally, there is the market value—which takes into account the yacht's age and condition. Normally it is the last figure which is used for insurance purposes although naturally some attitude can be allowed.

A point not always appreciated

by owners is that, while there has been a slight increase in boat building costs over the past few years, repair costs have increased at an even larger pace. One effect of this is that if the sum insured has not been increased, damage which a few years ago could have been repaired at a cost within the sum insured may now render a vessel a constructive total loss.

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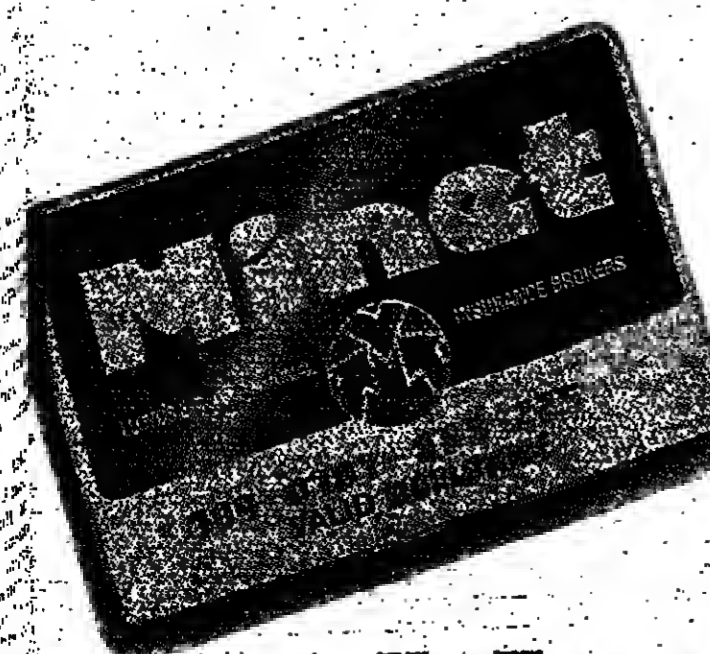
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Prepared

Some insurers have set out to provide wider cover for owners in return for higher premiums. They have taken the view that there are plenty of people who are prepared to pay more for a better product.

For some years there has been a certain amount of friction between insurers and yachtsmen about the cover provided for theft of gear, in view of the stipulation that the insurance applies only in the event of forcible entry. In one or two cases insurers are giving cover for theft following the use of force, rather than insisting on forcible entry. Even so, that still excludes pilferage, and many yacht owners do not take sufficient care to safeguard their property in the light of current conditions.

Outboard motors are particularly popular with thieves, and there is every indication that motor yachts which have been stolen



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MARINE AND AVIATION INSURANCE IV

Catastrophe —the cost

AFTER A major air disaster, there is a natural desire on the part of the public to know how much the incident will cost the insurance industry. This is something which usually cannot be stated with any accuracy at the time—or perhaps for some years afterwards.

While there will be no doubt about the insurance claim in respect of the hull of the aircraft if it is a total loss—a wide-bodied jet may cost \$45m. to \$50m.—there is virtually no means of estimating in advance how much will be payable in the form of liability claims. So far as the cost of insurance claims are concerned, the death of all the passengers in a wide-bodied jet, if it were filled almost to capacity, can be much more serious than the loss of the aircraft. Here, however, much depends on the passengers themselves—such as their nationality, dependants, earning capacity, etc. As is well known, particularly high damages are normally awarded to the dependants of U.S. citizens.

The first line of attack is naturally the airline. Major airlines have third party insurance protection up to \$300m. or more. This, however, is to cover both passenger liability and general third party liabilities. Although it is about the maximum level of cover obtainable in the market, and in any event an airline has to draw the line somewhere, it does not necessarily follow that cover of this amount would be sufficient to cover an airline's liability in every situation.

Extreme

To take an extreme example, one can think in terms of a mid-air collision between two fully loaded wide-bodied jets, over a densely populated city (in the U.S. as an extreme case), where the sole liability rested with the pilot of one of the aircraft. Clearly, in such a situation, \$300m. of protection might very well prove inadequate for the airline, bearing in mind loss of life and property damage on the ground. Even though property on the ground would be insured, the insurers would have subrogation rights against the airline responsible for the damage.

The second line of attack is usually the manufacturer of the

aircraft, if there is a chance that it can be established that a fault in the aircraft or its equipment either caused the accident or was a major contributor towards it. From the point of view of an airline and a manufacturer with a degree of liability, it can be sensible for the two defendants to join forces, and for claims to be settled jointly by them, divided according to a pre-agreed formula.

Specified

A major manufacturer may have products liability cover of up to \$400m. or so. Those responsible for providing equipment and components will normally be obliged by the main manufacturer to have products liability insurance up to certain specified limits. This is because where liability can be attributed to a component the main manufacturer will wish to make a recovery from the supplier of that component.

While airlines and manufacturers have been the chief targets for lawyers in the past, it looks as though lawyers may be spreading their sights in the future.

Increasing attention is being focused on air traffic controllers. Where it is established that a crash was caused through negligence on the part of one or more air traffic controllers, in theory a claim can be made by, say, the insurers of the hull of the aircraft to recover their loss, and also by the dependants of those killed in the crash. Here, however, political considerations arise. In some parts of the world, it may be virtually impossible to secure any compensation in circumstances such as these, although that should not be looked upon as being universal.

Air traffic control is normally operated by a State authority which may or may not have insurance protection. As an example, it is understood that air traffic control at Tenerife had insurance protection amounting to \$60m.

Those organisations which provide food to be consumed on board are also at risk. In theory, there are arrangements about who eats what food on the flight deck, and at what time. This is to ensure that in the event of food which causes

any form of poisoning the safety of the aircraft will not be endangered. Even so, accidents do not always occur as anticipated, and thus there must be some risk. Should there be an accident following food poisoning of the crew, claims could be made against the organisation which provided the food. Apart from that, there is the risk of the death of one or more passengers following food poisoning while in flight.

There are plenty of other organisations whose negligence could contribute to the loss of an aircraft, and also the death of the crew and passengers. An airline may arrange for certain types of cleaning and maintenance to be undertaken by some other organisation. Oil companies are responsible for refuelling. There are plenty of opportunities for negligence on the part of aircraft authorities.

Contractors working at an airport may make some mistake which could prove very much more expensive than the same type of mistake elsewhere. Or a fault might develop in a runway, and contribute to the loss of an aircraft. In that case, both the contractors and those responsible for the design and specification of the runway might face claims being made against them.

Endless

The list of those organisations which could contribute in some way towards the loss of an aircraft is almost endless. High limits of indemnity are required under their respective insurances, and it is customary for airport authorities to require minimum insurance protection to be in force for organisations which in any way could contribute to the loss of an aircraft, however indirectly.

Modern technology has made it possible to determine much more accurately than in the past the cause of any aviation accident. Often, therefore, it can be shown that the negligence of an individual or an organisation contributed, to a greater or lesser extent, to the accident. That is when it is important for sufficient liability insurance to be in force.

THE POTENTIAL liability of aircraft manufacturers, together with the manufacturers of engines and to a lesser extent those who provide every type of component, has been increasing over the years. Now, after a crash there is a much greater likelihood of a claim being made against the manufacturer or the supplier of a component, simply because it is much easier to establish the cause of loss. No longer are so many crashes attributable to "pilot error". The stage is being reached where manufacturers are being expected to build aircraft so that if a pilot tries to move a control at the wrong moment, it should be so designed that an accident cannot be caused.

Naturally, manufacturers need substantial insurance cover for this type of liability. While in many cases in theory an airline can claim limitation of liability in respect of claims made against it by injured passengers and the dependants of those who have been killed, there is no limitation which can be claimed by a manufacturer. Added to that, there is the possibility of a manufacturer being faced with punitive damages. There are only a few States in the U.S. where it is illegal for punitive damages to be collected from insurance policies, and such awards are covered by the normal policy.

Although in some contracts of sale aircraft manufacturers require to be given a "hold harmless" agreement—so that the purchaser of the aircraft cannot claim from the manufacturer in the event of loss due, say, to faulty design or a faulty part—there are ways in which such agreements in

contracts can be set aside by the courts. As a result, after an aircraft crash the airline in question can sue the manufacturers—although, in practice, it is more likely to be the hull insurers, with subrogation rights, who will take this course. Of probable greater importance is the fact that those who are injured in a crash, or the dependants of those killed, can claim against the manufacturers.

The relatively few really large aircraft manufacturers tend to obtain as much insurance cover for their liabilities as is available in the world market. At the moment this is around \$400m. Almost certainly, in the event of a crash an individual insurer would have interests in other policies which would be expected to settle to a greater or lesser extent. It would be unusual for a claim to be met wholly under a manufacturer's liability policy.

An aircraft manufacturer will of course be particularly interested in the protection in force for sub-contractors and manufacturers of components. A manufacturer may require a minimum limit of, say, \$50,000 of cover in such cases—but often the minimum may be higher than that.

The position is reasonably straightforward for those manufacturers which concentrate on selling to the aerospace industry. It is not so easy, however, for the host of suppliers of relatively minor components. There is always the risk that negligence on their part, resulting in the failure of a component, could be the cause of the crash of an aircraft. While the likelihood may appear to be quite small, these suppliers must have adequate insurance.

Products liability

When insurers are providing high limits of indemnity, quite substantial premiums are required, even though on the face of it the risk may be relatively slight.

There are a number of schemes in existence whereby, effectively, smaller suppliers band together and obtain their cover on a block basis. The practical effect of this is that it provides insurers with a reasonable bulk premium, and thus technically makes the writing of this type of risk somewhat easier. Nevertheless, premiums are not cheap simply as a result of insurance being arranged on this basis.

Protected

By no means all suppliers of components are included in such schemes. Some make their own arrangements in the open market. In a very few cases, where it would be quite uneconomic for a specialist supplier of low-valued components to make insurance arrangements, the supplier may be able to agree with the main aircraft manufacturer for the latter to accept liability and for the supplier to be protected. Normally a claim would most likely be made against the main manufacturer, with, in turn, that manufacturer claiming from the supplier of the component in question.

It would seem likely that in a very few cases manufacturers may sell components and materials without being aware of the fact that they will be included in the manufacture of aircraft. In such cases the manufacturer's products liability insurance might well prove insufficient to meet the very high

claim. Whether in practice a high claim would ever materialise is another question. Fortunately, manufacturers usually know whether their products will be used in aircraft manufacture, and can make the necessary insurance arrangements in the aviation insurance market.

International competition for products liability insurance is not as intense as for the hulls of aircraft. At one stage virtually all this business was led in London. The London market still has a dominant position, with comparatively few underwriters elsewhere in the world. Nevertheless, on occasions brokers have been able to exploit other markets so as to obtain better terms, with London underwriters then subscribing to the risk.

Some years ago, substantial increases in premium were imposed, but since then, rates have remained fairly stable. Normally a complicated rating structure is used, based on some extent on the manufacturer's level of production. What has to be borne in mind, however, is that this form of protection applies to all the aircraft still flying which have been provided by an insured manufacturer. It is not as though the insurance applies only, say, to aircraft supplied over the past year or so. On the other hand it can be argued that with the passage

of time following the death of an aircraft, there is reduction in the risk for underwriting point of view. At the moment, following a crash there is the tendency for those acting on behalf of dependants of those killed in terms of suing any organisation from there may be some claim making a recovery. The question is, naturally, first line of attack. If there is some possibility of fault in the aircraft or its equipment, the manufacturer is responsible. A suit, products liability is are finding that they are involved following a large number of crashes—even 1 results in no more than a ment of legal costs.

In practice, for major factors, lawyers are on what amounts virtual continuous basis, and to have remained fairly stable. Normally a complicated rating structure is used, based on some extent on the manufacturer's level of production. What has to be borne in mind, however, is that this form of protection applies to all the aircraft still flying which have been provided by an insured manufacturer. It is not as though the insurance applies only, say, to aircraft supplied over the past year or so. On the other hand it can be argued that with the passage

try and its customers.

Reactions to Tenerife

SOMETIMES when premium rates have been in decline for a particular class of business and it has been moving to a loss-making position, some underwriters have felt that a major catastrophe would bring about a sudden hardening of the rates which might not otherwise be achieved.

Unfortunately, that theory has been put into practice. Over the past few years there has been a significant improvement in air safety, leading to reduced premiums. All the indications, however, are that premium rates have dropped too sharply. At one stage it was not a case of rates coming down after there had been good experience, but the rates were actually anticipating better experience. In the event, safety did improve—but of course that was more by good luck than good management so far as underwriters were concerned.

In any case, with very low premium rates, there was insufficient margin to allow for any catastrophe. And, no matter how encouraging general trends may be, insurers should never overlook the possibility of a catastrophe. It is virtually bound to occur, sooner or later.

All the indications are that such a massive and dramatic loss as the world's worst air disaster at Tenerife will have a greater effect on the aviation market than a fairly slight but continuous worsening of the safety curve.

Absorb

It is still too early to forecast with very much accuracy how much the loss of the two jumbo jets and nearly 600 lives will cost the insurance industry. The PanAm aircraft was insured for \$23m. and the KLM aircraft for \$40m. If one adds on the claims for loss of life, it is clear that the crash will absorb a significant proportion of the 1977 aviation world premium income—variously estimated but thought by many to be around \$700m.

While it could be argued that before Tenerife aviation insurance might have still been running on a marginally profitable basis for some insurers, this disaster is likely to have put many insurers in the red, depending on their reinsurance arrangements.

Clearly some hardening of premium rates must be expected—if only because before Tenerife they had, in some cases, reached unrealistically low levels. It is possible, however, that the burden of extra premium may not be spread equally over the insurance market's policy holders. Many airlines, for instance, had arranged long-term policies which will not fall

due for renewal or review for another two or three years. Unless these airlines' own individual experience suffers, underwriters will not be able to charge them higher rates for some time.

It is the airlines whose renewals fall due in the coming months which are likely to be most affected. Almost certainly, the trend towards lower premiums will either flatten out or be reversed, as underwriters think in terms of recouping their losses and to some extent making provision for whatever form the next catastrophe may take.

It may be difficult for underwriters to arrive at a correct premium rating level. Whereas with hindsight it is clear that the premium rates charged in 1971, which was such a good year for the insurance industry, were too high, it is now equally clear that the subsequent premium reductions over-compensated for that element of "over-charging."

To some extent excess-of-loss insurers will be calling the tune. Over the past few years, it is probably this section of the market which has had better experience than many of the direct writing aviation insurers. About the only significant loss for them in recent years has been the Turkish Airlines DC-10 crash. It is clear, however, that the excess-of-loss reinsurance market is bearing a significant part of the losses resulting from the Tenerife crash. Since there is a considerable "gearing" effect for those who write excess of loss reinsurance, as contracts fall due for renewal, it is likely that these insurers will be looking for increased premiums. Almost inevitably, the direct writing insurers will reflect these increases in the premium rates charged to airlines.

In the past many crashes have been beyond the control of anybody at the time. For instance, they have been due to unusual weather conditions, a fault in the aircraft, or the pilot's illness at a critical stage. In addition, it must be admitted that pilot error has been the cause of many crashes.

Now, however, increasingly, manufacturers are being expected to build aircraft so that, if a pilot tries to move a control at the wrong moment, it should be so designed that he is not able to cause an accident. Certainly, there have been major improvements in safety standards. Nevertheless, the collision over Yugoslavia, followed by the disaster on the ground at Tenerife, are examples of the fact that accidents will continue to occur, albeit much less frequently than in the past.

There are some who feel that standards of safety built into aircraft, and in terms of pilot training, are now ahead of the safety standards which can reasonably be expected on the ground—in terms of ability of air traffic controllers, the position of airports and the landing facilities which they provide, etc. It is in that area that progress may be made in the future. Meanwhile, underwriters must continue to charge what is hoped will prove to be a fair rate of premium.

For some time aviation premium ratings has been finely balanced, with the result that it could be upset all too easily by a catastrophe. The steady reduction in premiums has left less available to meet a catastrophe.

Safety

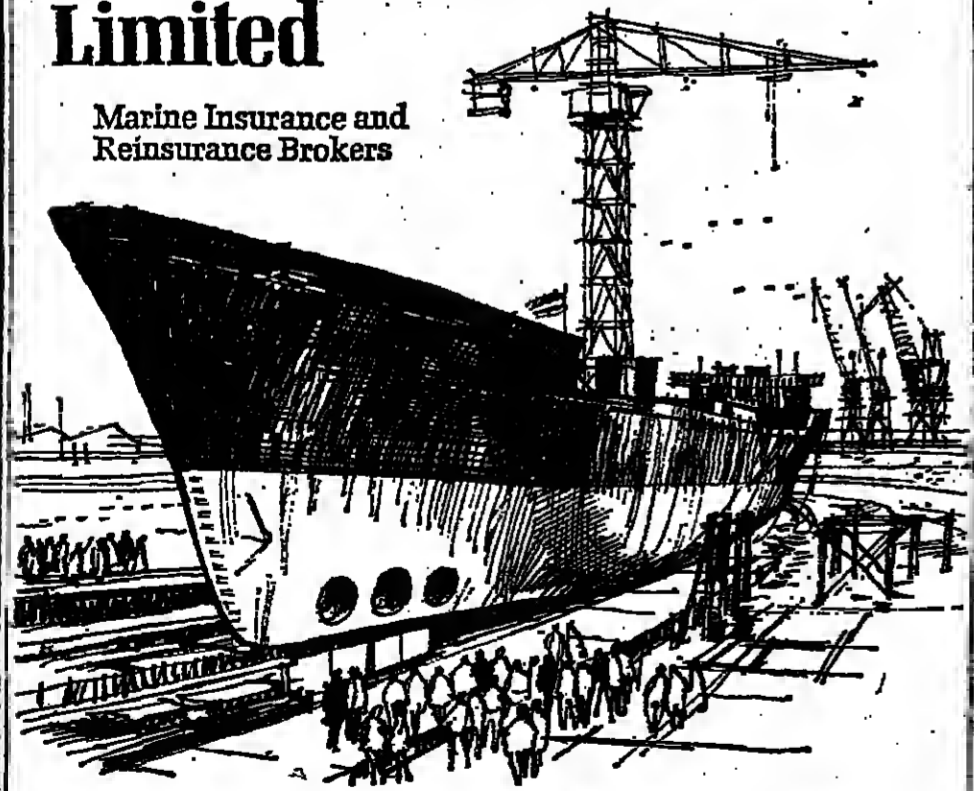
As an example of the fine balance, one can take the experience in the U.S. in 1976. Basically, it was good—even for an area with a traditionally good safety record. Fewer than 40 passengers were killed in aircraft crashes. One estimate has been made along the lines that, had 80 people been killed during the year, there might have been little or no profit for those writing U.S. business.

An important point for the aviation market as a whole is whether the consequences of the Tenerife disaster will result in any contraction of the market, with some resulting reduction in the keen competition which until now has been a feature of the market. It can be argued that, faced with relatively high losses as a result of Tenerife, some of the more recent entrants to aviation insurance will withdraw with hurt fingers. That, however, is not a foregone conclusion.

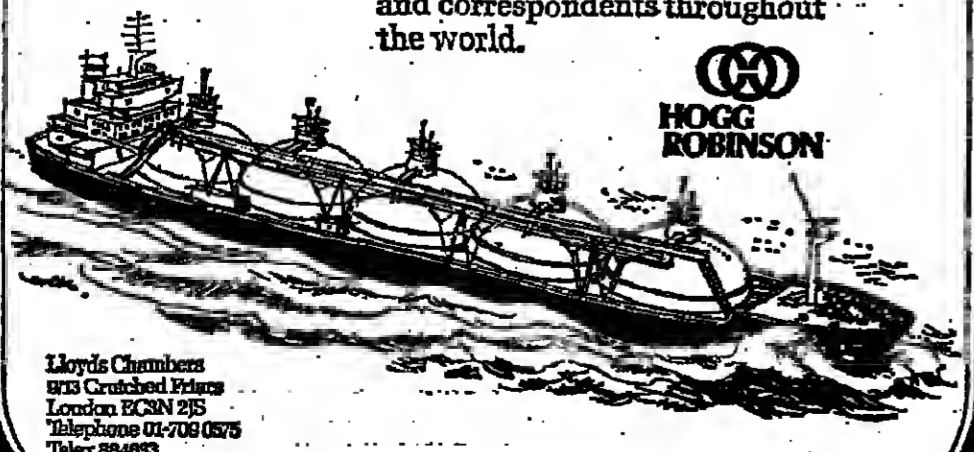
For instance, there may be some insurers which, even before Tenerife, were thinking of withdrawing, but who now consider that, as a result of that shake-up, rating may very well be put on a profitable footing, once more, for a few years. In other words, it could pay them to stay in the market, and to take advantage of the higher premiums which it is expected will be charged. While it should be so designed that he is not able to cause an accident. Certainly, there have been major improvements in safety standards. Nevertheless, the collision over Yugoslavia, followed by the disaster on the ground at Tenerife, are examples of the fact that accidents will continue to occur, albeit much less frequently than in the past.

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Joly, 10/15/77

The Management Page

EDITED BY CHRISTOPHER LORENZ

With the NALGO conference currently in progress, David Churchill reports on how local authorities are introducing new techniques to improve efficiency.

A united attack to reduce costs

THE DILEMMA facing Britain's local authority management is... the current job measurement scheme is the latest, and clear-cut how to survive the most important...



The local authority associations, representing several hundred local authorities in England, Scotland and Wales, have decided that cutting jobs...

Over the past year, LAMSAC has become established as an initiator and co-ordinator of management services in local government... means of determining optimum staffing levels for various services...

Already one large New Town authority is using the technique and several other authorities are actively considering the scheme... In essence, the technique is not a radical management innovation...

or rural, population density, type of housing stock, etc. Second was productivity of white collar staff involved. Third was methods used, such as weekly or fortnightly collection on car or by foot.

Point out

LAMSAC's work is not intended to advocate what policies should be adopted by councils, but merely to point out the costs of each policy and their alternatives.

COUNTRY PROPERTY

Advertisements for property in Oxfordshire, Guernsey, and Norfolk. Includes details for 'Oxfordshire' (Chipping Norton), 'Guernsey' (St. Peter Port), and 'Norfolk' (Hethersett).

Better management of credit

ALTHOUGH the high rates of inflation of the past few years have forced most companies to become more aware of their cash flow positions...

BUSINESS PROBLEMS BY OUR LEGAL STAFF

A management company could be a VAT disadvantage in some situations, for example, and one must not forget CGT. There is sometimes scope for exploiting the eccentric cessation and commencement rules for partnerships...

Non-distribution of profits

Could a company whose principal asset is know-how be run in such a way that the exploitation of the know-how would only benefit the shareholders and leave no profits for distribution? I hold the view that the answer is 'Yes'.

The long arm of U.S. antitrust

BY A. H. HERMANN



EEC competition law, which has not always proved to be very popular among companies, has rescued the Rio Tinto-Zinc Corporation and its directors and executives from the need to testify in a major U.S. uranium cartel case...

The alleged uranium cartel, which provides the scene for the drama is said to span Australia, Canada, France, South Africa and the U.K. The allegation was made in a U.S. court by the Westinghouse Electrical Corporation...

Under Section 14 of that Act a person is protected from self-incrimination not only in respect of criminal offences but also for penalties, as under the Income Tax Act. But Lord Denning found that the Act did not limit this privilege to revenue cases...

Proceedings

The power companies opened proceedings against Westinghouse in Virginia and Illinois, claiming damages amounting to \$20m., a sum which even Westinghouse cannot ignore.

Looking at Leicester No 10

Leicester's second 18-hole municipal golf course opened this week. Naturally, there are many excellent private clubs too...

Better Buys for business

The most incredible thing about this new service is that no one thought of it before! Better Buys for Business is a vital, long-overdue service for business.

A detailed advertisement for 'Better Buys for Business' listing various services like 'Portable Buildings', 'Dictating Machines', 'Air Charter Rates', etc. It includes contact information for 'To: Better Buys for Business, Dept. 1BBA, 13 Golden Square, London W1.'

Advertisement for 'development' featuring a large 'FREE' logo and 'FULL COLOUR LITERATURE'. It includes a form to 'Discover the facts behind industry's £2000m investment' and contact details for 'To the County Planning Officer, Cleveland County, Gurney House, Cleveland 1ST 1QT, Telephone: (0642) 248155.'

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Can closer working between banks and the International Monetary Fund help developing countries?

The banks and the bailiff: a new idea for the IMF

By DAVID BELL in Washington and STEWART FLEMING in New York

Passing the buck back

IT DOES not look as if yesterday's meeting of the Economic Committee of the TUC made much further progress towards agreement on continued wage restraint of the sort for which the Government has been hoping.

So far as Phase Three is concerned, however, the TUC seems to be coming round increasingly strongly to the view that there can be no recommended ceiling on the absolute or percentage size of pay increases.

This norm would have to be large enough to compensate for inflation, and its size would therefore depend to a large extent on what action the Government was willing to take to control prices.

Starting again with Mr. Begin

THE EMERGENCE of an Israeli Government capable of negotiating a Middle East peace settlement did not look particularly likely even before the general election last month.

Mr. Begin will control 63 of the 120 seats in the Knesset. That would be a small enough majority, even if he were disposed to make a dash for peace.

From the external point of view, however, there is no point in pretending that a Middle East settlement would have been just around the corner, if only the election results had gone the other way.

THE CHAIRMAN of one of America's largest banks has called on the International Monetary Fund to begin talks with commercial banks intended to develop new ways of "co-financing" which would tie banks and the Fund together in their lending to developing countries.

Mr. Gabriel Hauge of Manufacturers Hanover Trust noted that the Fund, as a sort of world financial policeman, is almost the only institution with the power to attach binding conditions to its loans—conditions that greatly enhance the creditworthiness of borrowers.

While the banks are pondering their future relationships with the developing nations and with the IMF, the Fund is also concerned about its ability to provide new finance. It is working to increase its own liquidity with quota increases and a new oil facility which would tie Saudi Arabia and other rich oil producers more firmly into the international financial system.

Burden of debt

Over the past three years commercial banks have taken the lead in bailing nations, particularly the non-oil developing countries, out of the serious payments and other problems provoked by the OPEC oil increase.

Last year one of the recurrent themes of the debate in international financial markets was whether the burden of debt might not prove too great for some nations, with the result



IMF managing director, Dr. Johannes Witteveen.

tomers of the banks or is advanced to overseas companies—copper producers and the like—with whom the lending bank is usually quite familiar.

What is clearly lacking is information which the banks feel they can trust about the future. It is precisely this kind of information with which the fund deals. Without it the banks cannot always be confident about the policies of their customer countries.

Last year a consensus began to emerge that in critical cases banks would only lend to countries if the IMF had been called in. In the case of Peru, one of a number of problem countries last year, this understanding did not hold, much to the misgivings of many of the banks involved.

U.S. BANK CLAIMS ON SELECTED FOREIGN COUNTRIES DEC. 1976

Table with columns: Area, Total claims of reporting banks (Amount \$m, % externally guaranteed), Maturity distribution of the claim (Total no. of claims, 1 year or less, Over 1 year to 2 years, Over 2 years).

MEN AND MATTERS

London's Roman Forum

Post Office engineers driving a 1,000 feet long telephone cable tunnel 15 feet below Gracechurch Street in the City of London have small brought to light what archaeologists have long suspected to be there—no less than the site of the Roman Forum, complete with a Basilica the length of St. Paul's.

As luck would have it, the PO's tunnel, three feet wide and four feet high, neatly bisects the Forum's entire 500 feet length and has permitted archaeologists from the Museum of London, led by Brian Hobley and Peter Marsden, to discover no tiny a 25 feet ornamental pool, lined in bright pink from the centre of the Forum, but also the brick and Kentish ragstone walls and foundations of the shops, stalls and porches which once bordered three sides of it.

First proof of the exact location of the Basilica came back in 1882 when one corner of it was uncovered during excavations prior to the construction of the Leadenhall Market. But the latest discovery highlights its position as an integral part of the forum complex, the heart of all Roman cities.

Nuclear talk-in

It may be, as the Energy Minister has said, the great debate of all time, but the people of Whitehaven seem to regard the inquiry in their town on whether there should be expansion of nuclear fuel reprocessing at Windscale as strictly a non-spectator event.

It is all, to judge by the first day's business, very well organised, and everyone is very well behaved. John Tyne, best-known for fulminating against new motorways, made a strikingly subdued address on behalf of the Society for Environmental Improvement.

Bat on

The relatively puny rewards of county cricket were underlined again yesterday when a scheme was unveiled to hand out prizes to a select few players for exceptional performances. A company which specialises in incentive bonuses will, each month, award £1,500 to the county cricketer of the month, and £225 for the most valuable single innings, the most effective bowling performance and the most valuable bit of fielding or wicketkeeping.

Even with only a dozen and a half county cricketers picking up the awards, it will bring some financial cheer into a game which often pays ordinary players no more than £2,500 a year. Picking the winners sounds a dangerously subjective business, but the company concerned, Bonusbonds, is relying on judges John Arlott, Jim Laker and former Test umpire Charles Elliott.

be too closely tied to commercial banks and, in any case, has traditionally lent for rather short periods.

There is another complication. The IMF is a very much more diverse institution than it once was and, particularly since the increased oil price gave oil producers much more financial power, with widely differing interests to satisfy.

The Saudi loan is a case in point. The fund wants the Saudi commitment not least because it would be a symbol of formal Saudi support for the international monetary system. But the Saudis still seem a little uneasy because they have two different views of their own role.

But Saudi Arabia also sees itself as a developing country with close ties to other developing countries. As such it is wary of the kind of tight conditions that the Fund want to attach to its loans.

Any significant softening of the terms on which the Fund lends would certainly alter its role, and might even invite comparison with a preferential loan agency like the International Development Agency—a role which the Fund shows no signs of wishing to play very often.

Yet there is no doubt that the role of the Fund is changing. For instance its new powers to survey the exchange rate policies of member countries have extended, at least on paper, its policing authority. They also mean that it is likely to become much more intimately involved in the economic policy of some of its members than in the past.

EXTERNAL PUBLIC DEBT OF 34 DEVELOPING COUNTRIES

Table with columns: Year (1970, 1971, 1972, 1973, 1974, 1975) and values.

REAL DEVELOPMENT OF THE DEBT

Table with columns: Year (1970, 1971, 1972, 1973, 1974, 1975) and values.

1970=100. Adjusted inflation as measured by the price index.

OUTSTANDING DEBT OF OIL EXPORTING DEVELOPING COUNTRIES

Table with columns: Year (1970, 1971, 1972, 1973, 1974, 1975) and values.

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COMPANY NEWS + COMMENT

Chloride 37% up after good second half

A GOOD second half enabled Chloride Group to increase its pre-tax profits by 37 per cent to £28.4m in the year to March 31, 1977. Although well over half the profit was earned outside the U.K., exchange rate gains included in the profit amounted to only 4 per cent. Margins and return on assets improved despite only a small increase in volume. At mid-year the profit advance was from £23.6m to £28.4m. Before tax full year earnings per 25p share rose 21.9p (182p) and after tax 13.4p (10.6p). While the directors are pleased with this performance, they consider sustained growth to be of greater importance. In this respect, earnings have increased some 44 times since 1969/70 in money terms, and by 16 per cent per annum after allowing for inflation.

HIGHLIGHTS

The Lex column concentrates on the BP Offer for Sale. Elsewhere, figures from Chloride show that it has maintained its first-half growth-rate through to the second six months, while Dobson Park's interim profits register an unexciting increase of just under a tenth. GEI is on an accelerating trend, thanks to earlier well-timed capital investment, and Sketchley's 14 per cent rise in pre-tax profits to £21m, is as forecast last February at the time of the abortive bid for Johnson Group Cleaners. Meantime Henlys' profits show a full recovery at the half-way stage and the year is heading for a new record. Full-year profits from Johnson Matthey are ahead by 40 per cent, helped by an impressive performance from the mechanical production division, while Valor's profit-rise to just over £1m, shows the first stages of recovery. On the new issues from LWT is coming to the market and Alpha Soft Drinks is making a small rights issue.

As forecast at the time of the rights issue last November the total dividend is raised to 4.6p (£9.991p) with a second interim dividend of 3.4p net on increase from £18.7m to £24.7m, with some 43 per cent of the increase being accounted for by exchange rate changes. The group continued to spend heavily on new buildings and equipment for expansion and replacement and to meet environmental requirements. The level of capital expenditure increased to £11.3m, and the net profit of £11.5m, with the U.K. - with major projects also being undertaken in the U.S., Australia and Scandinavia. The directors say the outlook for the current year is clouded by an industrial relations dispute. In these circumstances it would be unwise to attempt to give a view on the prospects for this year.

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Record Ridgway £1m. so far
PROFIT, before tax of hand tool manufacturers, Record Ridgway, increased from £0.6m to £1.0m in the six months to April 3, 1977. Stated earnings are 3.45p per 25p share, compared with 2.33p.

Chloride has maintained its first-half momentum in the second six months and pre-tax profits for the year are just over a third higher. Exchange gains and acquisitions swelled profits by slightly more than £2m, but, compared with 1975/76 when volume rose by 2 per cent, last year, Chloride Europe's operating profits rose by close to £4m, while North America clipped in an extra £1m, and the other overseas businesses accounted for the rest of the improvement. As far as the current year goes, Chloride is expecting further volume growth but the outlook

in the U.K. at least, is coloured by the unresolved 4-week strike which has so far cost the company £1m-£2m. The other important factor is the price of lead which in 1976/77 rose from £211 per tonne to £288 per tonne and was a major factor behind the £20m increase in Chloride's working capital last year. This factor plus the sharp jump in capital spending to £16.3m, last year meant that, despite November's £16.7m rights issue, borrowings rose by £11.0m during the year, although the net savings declined from 37 per cent to 47 per cent. At 100p the shares yield 6.7 per cent, and the dividend is covered 2.7 times.

Historically, pre-tax profit comprised a U.K. contribution of £9.9m, (£0.6m), an overseas benefit of £0.12m, (£0.19m), and an exchange loss of £20,000 (£9,000 gain). Turnover in the U.K. increased by 28 per cent, in Africa by 27 per cent, and in the Far East by 36 per cent. Bank borrowings dropped by £0.4m, (£0.41m).

The Application Lists will open at 10 a.m. on Friday, 24 June 1977, and will close at any time thereafter on the same date.



The British Petroleum Company Limited Offer for Sale

of 66,785,591 Ordinary Stock units by the Bank of England on behalf of HM Government at £8.45 per unit

Table with 2 columns: Payment terms and Unit price

Copies of the Prospectus (on the terms of which alone applications will be considered) and Application Forms will be published in newspapers on 19 June and 20 June 1977 and may then be obtained from the Bank of England and from:

Main Post Offices and Main Branches of many UK Banks

OCCUPATIONAL PENSION FUNDS may obtain Preferential Application Forms by applying now to Bank of England, New Issues, Watling Street, London EC4M 9AA or branches

ISSUE NEWS AND COMMENT

LWT (Holdings) comes to market

LWT (Holdings), the parent company of London Weekend Television, is publishing its prospectus in connection with the introduction of £4m of "A" non-voting 25p shares.

LWT has been committed to come to the market at some stage ever since its inception in 1967. The voting shares will be given a quote on the stock exchange and these are controlled by the IEA. There are 60,000 voting shares in issue which apart from the directors are controlled by seven institutions. The Daily Telegraph holds 11 per cent, ITC Pension Trust 12 per cent, London Co-op 7 per cent, News International 12 per cent, The Observer 11 per cent, Pearl Assurance 12 per cent, and Samuel Montagu 6 per cent.

The prospectus for LWT contains few surprises. As expected the profits forecast for the current year is £3.2m, and the gross dividend of 8.375p per share indicates an opening price a shade over 90p since on this basis the yield of around 10 per cent, which is attractive for the middle of the company returns available from television contractors. The one question mark, where the prospects give little guidance, is the candidate for the intended acquisition. January's balance sheet shows cash and investments of £11m, and even allowing for corporation tax payments between now and the year end, the July 31st listed investments of £16.7m, and cash of £8.9m. Shareholders funds are given as £12.3m.

The directors are forecasting that in the year July 24, 1977 pre-tax profits will be in the order of £3.2m, and the gross dividend of 8.375p per share. An interim dividend of 2.94375p has already been declared. In January the directors intend to pay a dividend in April and December. On the basis of the profits forecast the dividend would be covered 2.6 times.

At the year end set assets stood at £141.61m, (£139.99m) including base stocks £21.5m, (£19.06m).

Alpine Soft Drinks

Alpine Soft Drinks is proposing to issue £374,000 by a one-for-ten rights issue at 80p per share. The dividend for the current year is almost-doubled to 8.5p net per share.

Alpine also reveals full year figures showing sales increased by 26 per cent, to £8.52m, and profits 43 per cent higher, at £1.23m. Earnings per share are 13.59p (£0.73) and the dividend is lifted by 43 per cent to 8.5p. The maximum amount available to shareholders is £1.23m, (£0.73m) plus a final payment of 2.24p.

Berkeley Hambro downturn

A SHARP fall in pre-tax profit from £2,030p to £0.63m, is disclosed by Berkeley Hambro Property Co. for 1976 and the dividend is cut from 3.22p to 2.61p, a net final of 1.81p per 25p share.

Mr. Crew and Mr. English (joint managing directors) each own 25.5 per cent of the capital. Mr. Crew will take up any of his rights but Mr. English will take up his full entitlement. Arrangements have been made for the shares provisionally allotted to Mr. English to be placed in favour of certain institutions. At the same time arrangements have been completed for 560,000 of Mr. English's shares to be placed in the hands of the investment bank of Joseph Seabag is underwriting the issue.

Yearlings at 93%

This week's batch of local authority yearling bonds carries a coupon of 9.3 per cent, unchanged from the previous week, they are issued at par and are repayable on June 21, 1978.

After being up from 547,450 to 527,730 at half-way profit of Mellins rose from £12,242 to £141,089 for 1976, subject to tax of £79,104, compared with £66,982. Stated earnings are 1.6p (33p) per share.

Mr. J. T. Sumbao, chairman, says that as to the current year, orders are being obtained at a satisfactory level and results achieved are promising, but trade is largely dependent on retail outlets and there have been signs of resistance by the public to general textile price rises which may affect demand.

It is, therefore, prudent to forecast a continued steady increase in turnover and profits during the year. But overall, there is no downturn in trade, he anticipates recommending the payment of another dividend at the end of 1977.

The company has contracted to sell six investment properties in France - on completion local loans would be repaid in full to make a substantial reduction in group borrowings which would result in a "positive contribution" to future profits and cash flow.

Empire Stores prospects
The future of Empire Stores (Bradford), the mail order group, was described yesterday by Mr. C. T. Wells, the chairman, as being "bright".

Speaking at the annual meeting, Mr. Wells told shareholders that "progress is steady and will I am sure, unless special circumstances arise, proceed roughly according to our forecast for the year and the profitability we have set for ourselves as a target".

DIVIDENDS ANNOUNCED

Table with 5 columns: Company name, Current payment, Date of payment, Corruptor of year, Total last year

Dobson Park expands

EXCEEDING BUDGETED expectations, pre-tax profit of Dobson Park has exceeded the target set at the time of the rights issue for the second six months will be at least the same as that for the first half, says Mr. Jim Ward, the chairman. This would lift the total above last year's record of £5.0m.

The net interim dividend is increased by 15 per cent, from 0.725p to 0.83p per 10p share, and the chairman notes that unless legislation is changed the final will have to be adjusted so that the annual total is no more than the record for 1976-77.

The purchase of a 74.9 per cent shareholding in the machine tool manufacturing division of Stuttgart now has been completed, the chairman reports.

The group's cash position has been maintained even though substantial capital investment has continued, he adds.

ASTBURY & MADELEY (HOLDINGS) LIMITED

PROFITS AND DIVIDENDS UP AGAIN
Year ended 31st March

Table with 4 columns: Turnover, Profit before tax, Dividend per share, Earnings per share

The current year has commenced in an encouraging fashion and turnover levels at 30th April, 1977 were satisfactorily higher than those achieved in 1976. This and the reduction in the high interest rates gives us some optimism for 1977, although the group continues to suffer low gross profit margins and increasing overheads.

Further steady improvement in the holding company's trading position is expected during the current year

Highlights from the Statement by the Chairman. Mr. David H. Whiteley

- There has been some recovery from the loss situation we reported last year resulting in a profit for the year ended 31st March 1977 of £280,000 before tax.
- Following this improvement your Directors have decided to recommend a dividend of 0.5p per Ordinary Share to be payable on 25th July 1977.
- We have continued our efforts to reduce our costs of production and to develop the sales of diversified products and have achieved further success in both spheres.
- Our overseas investments have again made an increased total contribution to group profitability.
- Our Canadian subsidiary has produced a very good result in its first full year of trading.

B.S. & W. WHITELEY LIMITED

Manufacturers of Elephantide insulating pressboards and multiple pressboards. A copy of the full Report and Accounts may be obtained from the Secretary, Pool Paper Mills, Pool-in-Wharfedale, Otley, West Yorkshire LS21 1RP.

Valor ahead 28% to £1.07m. and confident

ON SALES ahead from £264m. to £268m. heating and cooking appliance manufacturers Valor Company expanded pre-tax profit by 28 per cent. to a record £1.07m. for the year to March 31, 1977. The directors had expressed optimism at half-time when profit was £828,000, against £602,000.

Mr. Michael Montague, the chairman, says the improvement was in line with expectations. Based on the fact that the company has already secured very much higher orders, particularly for exports, he says the rate of growth in the current year is expected to be more substantial. He also forecasts an interim dividend of more than 9.58p per 25p share paid for 1977-78. Stated earnings are shown at 5.81p (5.74p restated) fully diluted and the total net dividend is lifted to 1.58p (1.57p) with a final of 1.58p.

All parts of the group, both in the U.K. and overseas, are doing well with the exception of the gas cooker factory at Linspool. Losses here topped £25m. and while it is slowly improving it is still far away from its profitability potential. The directors are hopeful that it will break even or at worst make only a slight loss for 1977-78. Exports, which represented around 10 per cent of turnover, rose 25 per cent and a further 25 per cent rise is expected for the current year. In addition a new range of products has been well received, he says.

In addition a new range of products has been well received, he says.

Mr. Montague says the company is confident that it will break even or at worst make only a slight loss for 1977-78. Exports, which represented around 10 per cent of turnover, rose 25 per cent and a further 25 per cent rise is expected for the current year. In addition a new range of products has been well received, he says.

BOARD MEETINGS

The following companies have notified dates of board meetings to the Stock Exchange. Dates are given for the first meeting after the close of the financial year. Official indicators are not available under this heading as they are intraday or final and the sub-divisions shown below are based mainly on last year's meetings.

Table listing board meetings for various companies including Anglo-Siam, Anglo-Siam, Anglo-Siam, etc.

comment

Shareholders of Valor have had a rough ride over the last five years. In 1975 the shares were over 100p, only to fall to 14p in 1976. The company was caught in a desperate struggle in demand for existing appliances which followed the oil price hike in 1973. This trading climate has been largely hidden by the fact that most manufacturers are subsidiaries of major companies but the fact that Dimplex was put into the hands of the receiver a couple of weeks ago provides dramatic testimony. Valor has survived partly because its appliances use low cost fuels. It is now in the 'first' stages of recovery, helped by its anticipation drive and new products. The next few years could see a substantial

A. Cohen reaches £2.14m.

METAL REFINERS and manufacturers of non-ferrous alloys, A. Cohen and Company reports turnover up from £27.7m. to £48.5m. for 1976 and an advance in pre-tax profits from £1.8m. to £2.14m.

Airflow Streamlines tops £0.6m.

CONTINUED improvement in the second half gave Airflow Streamlines pre-tax profits up from £23,063 to a record £56,390 for the year to February 28, 1977, after a first half rise from £29,000 to £216,000. Turnover for the year expanded from £4,92m. to £7,69m. After tax of £50,228 against £134,148 stated earnings rose from 4.56p to 11.5p per 25p share and the dividend is raised from 4p to 4.4p net with a final of 3.7p.

Reliable Properties recovers

Due to increases in sales and rental income coupled with reduced finance charges Reliable Properties achieved a taxable profit of £106,001 against a loss of £74,870, for the half year to December 31, 1976. Again no interim dividend is to be paid. The directors say that a resumption of dividends will be considered when the full year's results are known after consideration of the reserves position at June 30, 1977. Dividends were last paid in 1973-74 when they totalled 1.5075p net per 25p share.

Sketchley on target with £2.25m.

IN LINE with the February forecast pre-tax profits of not less than £2.25m. Sketchley reports a 14.9 per cent. advance from £1.98m. to £2.25m. for the year to April 1, 1977. The improvement was achieved on sales 13 per cent. higher at £23.14m. Profit increase from £0.94m. to £1.07m. was reported and the directors said they expected improved results for the full year. This forecast was made more specific at the time of the offer for Johnson Group Cleaners in February.

Full year earnings are given at 7.8p (7.7p) and the final dividend payment is 2.84887p net for a £1.9837p (3.5175p) total. Should the rate of A.C.T. be reduced it is the Board's intention to declare an additional dividend. Reorganisation of the textile division was almost completed by the end of the year and despite the closure of the Bradford works sales volume of this division was very little lower than in the previous 12 months. Group sales for the current year are on target and are running ahead of the corresponding period last year, the directors state.

Appeal against Pleasurama judgment

Notices of appeal have been lodged by Chippa and Messrs. Wolf Barnett, Alfred Barnett and Ian Paul Barnett against the judgment given in favour of Pleasurama, the leisure group, in the High Court on May 18 under which Chippa was ordered to purchase Pleasurama's 25 per cent. shareholding in Mayfair Casinos for £1.2m. together with interest. The High Court verdict was of great significance to Pleasurama which had lost the Mayfair Casino holding at £1.2m. in its balance sheet. Last published net worth of Pleasurama at end September 1976 was £2.6m. Last night Mr. Edward Thomas, managing director of Pleasurama, said he thought it would be some months before an appeal hearing could be held.

Scottish European's intentions

Following the decline in share prices over the past 12 months the directors of Scottish European Investment Company believe that European markets have the potential for substantial recovery and further growth. They therefore intend to concentrate in continental Europe, Mr. P. W. Turcan, the chairman, says in his annual report. As already known, on gross income of £1.5m. (£0.8m.) pre-tax revenue was up from £0.81m. to £0.43m. for the year to March 31, 1977. The dividend is raised to 1.5p (1.1p) net per 25p share and on the basis of present estimates the directors hope to pay a dividend of 1.5p for 1977-78. During the year European holdings were generally reduced but towards the end of the period the directors put some money back into France and the Netherlands to take advantage of lower prices. Overseas loans were reduced and gearing was eliminated for the time being in view of the unsettled conditions that continued to prevail in European markets. Mr. Turcan reports, in addition, the proportion of the portfolio in U.K. equity and long-dated Government stocks was increased. At March 31, 1977, 6.8 per cent. of net assets was invested in foreign stock markets, with 58.0 per cent. in continental Europe and 4.8 per cent. in the U.S. and elsewhere. Of this amount 20.0 per cent. was held through the premium, and 42.8 per cent. was financed by foreign currency loans backed by equivalent holdings of short-dated British government stock. Of net assets 28.2 per cent. was in sterling equities and long-dated government stock and 8.5 per cent. in cash and additional short-dated British government stock.

MONEY MARKET

Interest rates decline

Bank of England Minimum Lending Rate 8 per cent. (since May 12, 1977). Fixed period interest rates tended to decline in the London money market yesterday, mainly influenced by the cut of 1 per cent. in Morgan Guaranty's prime lending rate in New York overnight, and the easing of U.S. Treasury bill rates. Most activity was confined to the shorter periods in London, with the one-month sterling certificate yield falling to 7 1/4 per cent. from 7 7/8 per cent., and the three-month to 7 1/8 per cent. from 7 7/8 per cent. Longer periods were also involved in the general downward trend, however, and the one-year yield eased to 8 1/8 per cent. from 9 1/4 per cent. Day-to-day credits were in good supply in general and the authorities did not intervene in the market. There was a slight increase in the net circulation and one or two houses had to repay the small amount borrowed overnight from the Bank of England. On the other hand banks carried forward small surplus balances. Government disbursements exceeded revenue payments to the Exchequer, and the market was also helped by net maturities of Treasury bills. Discount houses paid 7 1/8 per cent. for secured call loans at the start, and late balances were found within a range of 3 per cent. to 5 per cent. In the interbank market overnight loans opened at 6 1/2 per cent. and declined to 4 1/2 per cent. at the close. Rates in the table below are nominal in some cases.

Table showing interest rates for various periods: 7 days notice, 14 days notice, 1 month, 3 months, 6 months, 9 months, 1 year, 2 years.

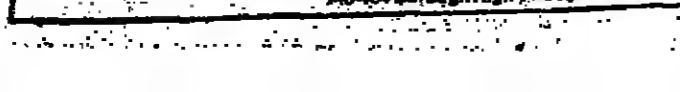
Local authorities and finance houses seven days' notice, where seven days' fixed, 11-12 per cent. Bank bill rates in table are buying rates for prime paper. Source: rates for 1977.

OFFICE AND ELECTRONIC MACHINES LIMITED

United Kingdom Distributors of Adler, Imperial and Triumph Typewriters, Calculators, and other Business Machines and Supplies.

Profits and Dividends continue to increase			
Results for 1976	1976	1975	1974
Turnover	£15,418,635	£12,875,812	£9,296,531
Profit after Tax	842,801	718,635	585,424
Shareholders Funds per Share	74.0p	63.8p	55.5p
Earnings per Share	13.5p	11.7p	9.9p
Dividend per Share	3.8p	3.3p	3.1p

Prospects for 1977: Turnover and profits should show a further increase.



MASS TRANSIT RAILWAY CORPORATION

HK\$600,000,000 LOAN FACILITY

GUARANTEED BY THE GOVERNMENT OF HONG KONG

MANAGED BY SCHRODERS & CHARTERED LIMITED CITICORP INTERNATIONAL GROUP

CO-MANAGED BY BANQUE NATIONALE DE PARIS CHASE MANHATTAN ASIA LIMITED MANUFACTURERS HANOVER ASIA LTD.

FUNDS PROVIDED BY CITIBANK, N.A. BANQUE NATIONALE DE PARIS THE BANK OF EAST ASIA, LIMITED CHEMICAL ASIA FINANCE CORPORATION LIMITED DAO HENG BANK LIMITED AMERICAN EXPRESS INTERNATIONAL BANKING CORPORATION PAN ASIAN FINANCE LIMITED SHANGHAI COMMERCIAL BANK LTD. THE BANK OF CANTON, LTD. WING LUNG BANK LTD. LIU CHONG HING BANK LTD. UNDERWRITERS BANK (OVERSEAS) LIMITED LTCS ASIA LIMITED

THE CHARTERED BANK THE CHASE MANHATTAN BANK, N.A. MANUFACTURERS HANOVER TRUST COMPANY FIRST CHICAGO HONG KONG LIMITED BANK OF AMERICA N.T. & S.A. TORONTO DOMINION INVESTMENTS (HK) LIMITED BT FINANCE LIMITED (A MEMBER OF THE BANKERS TRUST GROUP) KWONG ON BANK LIMITED TOKYO FINANCE (ASIA), LTD. EUROPEAN ASIAN BANK LBI FINANCE (HONG KONG) LIMITED THE SANWA BANK LIMITED JARDINE FLEMING & CO. LTD. SWISS BANK CORPORATION THROUGH SBC FINANCE (ASIA) LTD. UBAH-ARAB JAPANESE FINANCE LIMITED

AGENT ASIA PACIFIC CAPITAL CORPORATION LIMITED A MEMBER OF CITICORP INTERNATIONAL GROUP

May 30, 1977

Stevin Group, continuing growth and internationalisation

The Dutch-based international contractor Stevin Group achieved strong expansion in 1976. This is apparent from the recently published annual report for 1976. Highlights from this report:

- Profitability improved markedly. Profit rose from 9.7 percent to 11.1 percent of total invested capital.
- The salient figures showed a further improvement. Per 20 guilder share they were:

1976	1975	
cash-flow	48.19	45.65
net profit	16.43	13.83
dividend	5.50	5.00
shareholders' funds	157.18	148.57
- Turnover rose from 1,391 million guilders in 1975 to 1,696 million guilders in 1976. That is an increase of 21.93 percent. In the last five years group turnover has risen almost three hundred percent.
- Every division had a part in this growth. The distribution of sales was as follows:

Dredging and reclamation	35%
Civil engineering	24%
Pipelines	3%
General works	7%
Roads and asphalt	24%
House building	3%
Other activities	4%
- The international distribution of activities was extended further. Last year 55 percent of sales were carried out outside the Netherlands. Thirty-four percent of sales were accounted for by the Middle East and Nigeria, areas where Stevin Group has been active for several decades.

Are you interested in the Stevin Group? Then send for the 1976 annual report packed with information about the Dutch-based contractor Stevin Group working all over the world. Please send requests for copies of the report to:

Stevin

Stevin Groep NV
Kasp Hoordreef 66,
UTRECHT,
The Netherlands.
Tel.: 010 - 3130820890

MINING NEWS

Quebec seeks stable copper contracts

BY PAUL CHESTER

THE QUEBEC provincial Government, seeking to encourage mineral activity but at the same time to strike a balance between the interests of the companies and the rights of the province, have intervened in the marketing, exploration and the mining processes.

Amax pleads its case

AMID SHARPLY expressed reservations about the petroleum aspects of President Carter's energy policy for the U.S., Mr. James Macgregor, the retiring chairman of Amax, has urged a greater use of coal and uranium.

Mr. Macgregor stands to benefit from any energy policy which places emphasis on the use of coal. The South African Minsidor gold mine of Canada's Laurasia Resources is mining at the rate of some 120 tonnes of ore per day and hopes to reach the target of 320 tonnes or 5,000 tonnes per month, by the end of this year.

At that time excess should be obtained to the higher grade ore and "gross operating profit should begin to represent a substantial return on the \$1.5m-plus expended on the project," it is stated.

LAURASIA'S NEW GOLD TARGET

Following last year's delays the South African Minsidor gold mine of Canada's Laurasia Resources is mining at the rate of some 120 tonnes of ore per day and hopes to reach the target of 320 tonnes or 5,000 tonnes per month, by the end of this year.

PAHANG'S £2M. SHARE SALE

It is announced that the Malaysian tin-producing Pahang Consolidated has entered into an agreement, subject to the approval of the relevant Malaysian authority to sell its entire holding of 8.53m. shares of Faber Merin Malaysia for £2.08m. cash to Sentosa Plywood.

BIDS AND DEALS

Near £4.5m. offer for Mann & Overton

BY CHRISTOPHER DUNN

Lloyds & Scottish has announced terms of an agreed takeover bid for Mann & Overton, the distributor of London taxis.

The takeover bid is for £4.5m. Shareholders in M & O are being offered seven shares in Lloyds & Scottish for every four held, which at last night's closing price of 24p, for Lloyds & Scottish, places the offer at 15.5p per share on the bid.

Mr. Michael Slocock, chairman of Single Holdings, which is making an offer of £1.5m. bid for Purbeck Group, is forecasting an increase in the company's pre-tax profits last year of 20.9m. are still low in these terms.

ACCEPTANCES FOR VOKEWORTH

Vokesworth Securities has received acceptances for its offer for Tremlett from 77.3 per cent. of the Ordinary shares and the offer is unconditional.

W. W. CANNING

W. W. Canning has sold its 50 per cent. interest in Healing Canada to a consortium of 35,000 shares in Healing Industries.

ROSEHAUGH

The offer by Rosehaugh Company for Rosehaugh Tea (Holdings) has been accepted by holders of 122,737 Ordinary shares (94.1 per cent.)

PYE HOLDINGS

At an EGM of Pye Holdings a resolution was passed authorising the Board of Pye to procure acceptance of the offer by Philips Industries Holdings for the Pye Group's shareholding in Pye Industries.

SHARE STAKES

Laird Group, Mr. J. A. Gardiner, director, on June 3 sold 20,000 shares at 80p and on June 8 sold 40,000 at 80p and 40,000 at 80p.

L. D. & S. RIVLIN

Sachs and Sherman, a wholly owned subsidiary of L. D. and S. Rivlin Holdings, has entered into a contract to purchase H. S. Wilkinson (Weatherwear), Whitport shares.

HOLYROOD RUBBER

Mr. Addinsell's Statement

The 64th annual general meeting of Holyrood Rubber Limited was held on 13th June in London, Mr. J. Addinsell, (the Chairman) presiding.

The following is an extract from his circulated statement: The company achieved a record profit for 1976, as a result of a substantially higher average price received for our rubber...

The pre-tax profit including investment income and after deducting replanting expenditure, was £100,722. Available to the U.K. and Malaysia requires £45,882, this figure including Advance Corporation Tax on the dividend.

The rubber crop for the first quarter of 1977 was over 10 per cent up on the comparative figure for 1976. Given the maintenance of good prices for our output, we can expect satisfactory results for the current year.

The estate management team and labour force, ably supported by the eastern agents and visiting agents continue to merit stockholders' thanks for their essential contributions to the year's results.

GEDULD INVESTMENTS LIMITED

Holders of share warrants to bearer of Geduld Investments Limited are reminded that as a result of the acquisition of their shares by Union Corporation Limited their bearer warrants are no longer valid or good for delivery.

London (by an Authorised Depository) at the office of Union Corporation (U.K.) Limited, The London Secretaries (entrance for callers: 3rd Floor, 8 Bealinghall Street, London, E.C.2.)

Paris Lloyds Bank International (France) Limited, 43 Boulevard des Capucines, Boite Postale No. 78-02 Paris 2e

Switzerland Swiss Credit Bank Paradeplatz, 8021 Zurich

Princes House, 85 Gresham St., London, EC2V 7BS

SAFIC

Directors: S. Borsook (British) (Chairman and Managing Director); K. Gross; J. Mincor; L. Mincor; D. H. Shapiro; N. Werksman.

Saker's Finance and Investment Corporation Limited

Audited preliminary profit announcement As will be seen from the figures below, the consolidated results for the past year are in keeping with the indications given in the interim announcement.

Shareholders must be fully aware of the dramatic fall in vehicle sales throughout the financial year and the plight in which the Motor Industry in South Africa now finds itself.

Management has done well in meeting this objective. Compared with figures shown in the consolidated balance sheet at 31 March 1976, total assets have been reduced by R2,336,000 and total debt by R2,284,000.

However, during the year, the levels of borrowings rose temporarily to accommodate the inflow of vehicle stocks at a time when sales were declining. This was necessary until such time as stocks were adjusted to a level commensurate with lower sales.

Your company is totally dependent on the dividends it receives from Saficon Investments Limited, for the payment of its own dividends.

The dividend of 1.5 cents per share which accrues to your company on its shareholding in Saficon Investments Limited covers the preference dividends, but is insufficient to justify a dividend distribution.

New models and reduced interest rates have helped to improve current profitability, but the general outlook for the Motor Industry for the rest of 1977 does as yet not show any signs of improving.

Consolidated group profits — year ended 31 March 1977

Table with 4 columns: 1977 (R'000), 1976 (R'000), Increase/Decrease, %

By order of the board Saker's Management Company (Proprietary) Limited Secretaries

Fine Art Developments Limited RECORD SALES AND PROFITS We have budgeted for sustained progress... sales trends in the current year are encouraging

Handwritten signature or mark at the bottom of the page.

Henlys tops forecast with £1.68m. midway

RECORD half-year results and the forecast of best-ever full-year profits are announced by Henlys the motor distributor.

On turnover 18 per cent higher at £71m, pre-tax profits for the half-year ended March 31, 1977 amounted to £1,681,000 compared with a forecast of around £1.4m. Profits at the AGM in March and with £434,000 for the previous corresponding period. The profit is after interest charges of £300,000 (£422,000), but before tax of £940,000 (£239,000).

Stated net earnings for the half-year amounted to 7.1p per share, against 1.7p and the interim dividend is increased from 1.75 to 2.0p net. Last year's total was 5.9007p—pre-tax profits were 1.9m.

GEI Int. turns in peak £4.1m.

After being up from £1.17m to £1.5m, at half-time, GEI International, the specialist engineering group, announces a 27 per cent increase in pre-tax profit to a record £4.1m for the year to March 31, 1977. Turnover advanced 24 per cent to £39.2m.

Stated earnings per 20p share are up from 3.9p to 7.8p basic or from 5.9p to 7.4p fully diluted. This is GEI's seventh successive year of record profits, which have more than tripled in four years. The final dividend is 2.400p per share, making a total of 7.75p (3.36p), the maximum permitted.

Mr. Thomas Kenny, the chairman, reports that the financial condition of GEI continues strong, with net cash balances in excess of £4m, at the year end. Net current assets increased by over £1.5m to £11.5m.

Expenditure during the year on new machinery and buildings exceeded £2m, bringing the total spent in five years to almost £7m.

At March 31, 1977, fixed assets were £2.88m, (£7.51m), and net current assets £11.56m, (£19.7m).

The group currently has under consideration two possible European takeovers that could together cost around £10m, cash. Mr. John Sewell, managing director, said that talks on the biggest of the two deals were already at an advanced stage.

Overseas companies currently make up less than 5 per cent of group profits but Mr. Sewell made it clear that GEI was now looking for further expansion in Europe.

All divisions within the group were producing higher profits. Mr. Sewell said the two star performers over the 12 months trading have been the Midland Steel Products division and the Midland Bright division which together accounted for around 60 per cent of group profits.

Mr. Kenny said that order books were particularly good and

tax for a prospective p/e of 8.9 and yield of 9.4 per cent at 1981p is more or less in line with the ratings of other major Leyland distributors. Next year should be even better. Rover sales are forecast to double thanks to the introduction of the 2.6 Rover, and Jaguar sales should be up 40 per cent. On top of that agricultural equipment sales should rise and the Ford dealer-ship (acquired last February) could chip in £1m. Margins might suffer as the availability of Leyland vehicles improves but an increasing proportion of retail vehicles (as opposed to wholesale) will help overall profitability.

improving month by month. Present order levels are well in excess of anything experienced for some time," he said.

At this stage the directors are making no formal forecasts but they hope to produce inflation in terms of both profits and sales volumes.

comment

The pace of profits growth at GEI accelerated from 28 per cent in the first half to 42 per cent in the second and the lengthening order book suggests that further substantial progress can be made this year. The regular profits growth over the past seven years or so is impressive—especially compared to the record of others in the engineering sector. One of the reasons seems to be well-timed and well-placed capital investment. Some £2m was invested last year while a further £2m is due to be spent this year on the manufacture of specialist wheels and hankery ovens where competition in the U.K. is somewhat limited. The shares at 67p are on a p/e of 6.7 which goes some way towards recognising GEI's record and prospects but they could still be worth holding even at this level. The yield is a useful 8.8 per cent.

Edward Jones improves in second half

On turnover up from £2.61m to £3.04m, pre-tax profits of Edward Jones (Contractors) finished 1976 ahead of £118,961 to £124,562 after a first-half downturn from £53,000 to £20,500.

In their interim report the directors forecast an improvement in second-half results. They now say that pressure on margins has continued into the current year, but the order book is healthy and there should be a further increase in turnover.

Profits for the year included investment income of £3,887 (£3,511). Tax takes £57,308 (£64,657) and minorities £5,943 (£5,377).

Earnings are shown to be up from 1.37p to 1.72p per 10p share. The dividend is held at 0.91347p net.

MILFORD DOCKS

The necessary consent for Milford Docks to pay the final dividend for 1976 has been obtained. It is 2.68p and payable June 28.

Tarmac now starts to catch up

Mr. Robin Martin, chairman of Tarmac, told the annual meeting yesterday that the company should be "moving ahead" in the second half of the current year.

The group had not made a good start, but it was now catching up and would just about have done so by the half year. During the second half year it should be moving ahead.

There was a good deal of overseas work in hand and he had no reason to alter his view that the current year would show an overall improvement on the 1976 performance.

Holland, Hansen and Cubitts, which was acquired last year, was doing well. "We are very satisfied with the purchase," he added.

Answering a shareholder who asked for further information on a £2.7m provision in the accounts, being the anticipated loss on disposal of a property development in Brussels, Mr. Martin said the development was started during "the heady days of 1973. But costs escalated, the value of the pound fell and property values dropped. It was decided to sell the property soon, but at a price below cost.

Asked why the company had not taken steps to acquire the outstanding loan stock, following the conversion offer a year ago, Mr. Martin explained that the ordinary share price had fallen steeply and it had been decided not to dilute further the ordinary capital.

BARRO EQUITIES

The liquidation of Barro Equities states that all the assets have now been realised and there remain a few technical matters to resolve before the liquidation can be finally brought to an end. Other than the final advertising for claims, all the outstanding matters relate to tax—both U.K. and foreign—and the funds in hand are required to meet such potential liabilities. Any small final distribution will, therefore, arise only if such reserves prove excessive.

Charter New York Corporation

All of these securities having been sold, this announcement appears as a matter of record only.

New Issue / June, 1977

\$75,000,000

8 1/2% Sinking Fund Debentures Due 2002

Interest payable December 1 and June 1

- | | |
|----------------------------------|---------------------------------------|
| Salomon Brothers | Merrill Lynch, Pierce, Fennar & Smith |
| Blyth Eastman Dillon & Co. | The First Boston Corporation |
| Goldman, Sachs & Co. | Kuhn Loeb & Co. |
| Donaldson, Lufkin & Jenrette | Hornblower, Weeks, Noyes & Trask |
| Keefe, Bruyette & Woods, Inc. | Lehman Brothers |
| M. A. Schapiro & Co., Inc. | Merrill Lynch, Pierce, Fennar & Smith |
| Wertheim & Co., Inc. | ABD Securities Corporation |
| Smith Barney, Harris Upham & Co. | Robert Fleming |
| White, Weld & Co. | Kleinwort, Benson |
| Basle Securities Corporation | Scandinavian Securities Corporation |
| UBS-DB Corporation | |
- (Note: Many other names are listed in columns, including Dillon, Read & Co. Inc., Bache Halsey Stuart Inc., Drexel Burnham Lambert, E. F. Hutton & Company Inc., Lazard Frères & Co., Reynolds Securities Inc., Warburg Paribas Becker Inc., Bear, Stearns & Co., and UBS-DB Corporation.)*

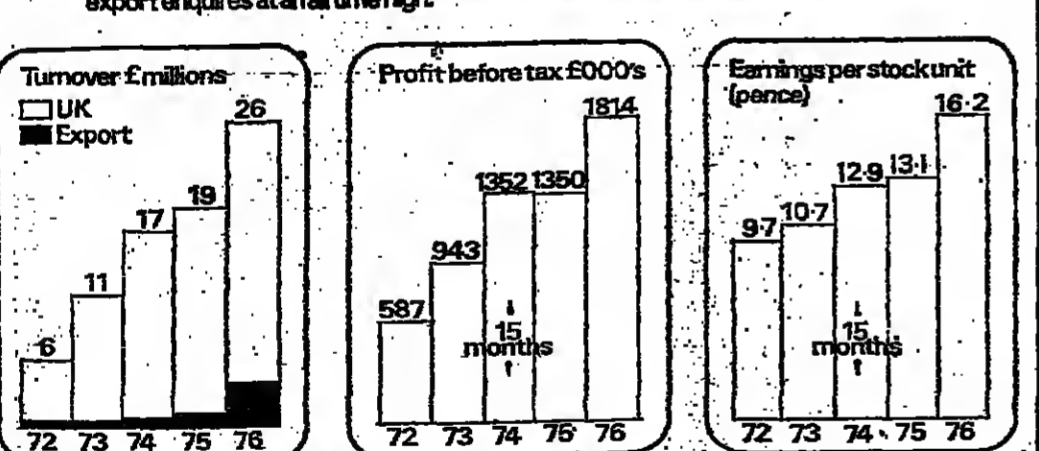
BLACK & EDGINGTON EXPORT LED PROFIT GROWTH

Chairman, Mr. R.G. Duthie, reports:

- * Record figures: turnover and after-tax profit up 40%; exports increased three-fold.
- * Continued expansion with strategic acquisition of the A-Line Caravan Group of Companies.
- * Turnover for the first quarter of 1977 substantially higher than last year and current export enquiries at an all time high.

Black & Edgington Limited
Port Glasgow, Scotland.

Camping and Leisure, Caravans, Workwear, Protective Clothing, Industrial Canvas Products.



Black & Edgington Limited

Port Glasgow, Scotland.

Camping and Leisure, Caravans, Workwear, Protective Clothing, Industrial Canvas Products.

We are pleased to announce that

SIMON WARD-JACKSON

has been appointed our

LONDON REPRESENTATIVE

and that we have opened offices

at

Brettenham House
6 Lancaster Place
London WC2E 7EN

F. EBERSTADT & CO., INC.
Members New York Stock Exchange, Inc.
61 Broadway, New York, N. Y. 10006

Paris Geneva

New Issue June 15, 1977

KOBE CITY

DM 100,000,000.-
6 1/2 % Deutsche Mark-Bonds of 1977/1987

under the irrevocable and unconditional guarantee of Japan

Offering price: 99%
Interest: 6 1/2 % p.a. payable annually on June 1
Maturity: June 1, 1987
Listing: Frankfurt (Main), Berlin, Düsseldorf, Hamburg, München

Deutsche Bank Aktiengesellschaft	Dresdner Bank Aktiengesellschaft	Nomura Europe N.V.
The Bank of Tokyo (Holland) N.V.	The Taiyo Kobe Bank, Ltd.	
Ahli Bank of Kuwait (K.S.C.)	Algemene Bank Nederland N.V.	A.E. Ames & Co. Limited
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Banque Bruxelles Lambert S.A.	Banque Française du Commerce Extérieur	Banque Générale du Luxembourg S.A.
Banque de l'Indochine et de l'Inde	Banque Internationale à Luxembourg S.A.	Banque Nationale de Paris
Banque de Neufbrunn, Schlumberger, Mallet	Banque de Paris et des Pays-Bas	Banque Populaire Suisse S.A. Luxembourg
Banque Rothschild	Baring Brothers & Co. Limited	H. Albert de Bary & Co. N.V.
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Joh. Berenberg, Gossler & Co.	Berliner Bank Aktiengesellschaft	Berliner Handels- und Frankfurter Bank
Bankhaus Gebrüder Bethmann	Commerzbank Aktiengesellschaft	Citicorp International Group
Commerzbank Aktiengesellschaft	Crédit Commercial de France	Compagnie Financière de la Deutsche Bank AG
Crédit Commercial de France	Crédit Lyonnais	Crédit Suisse White Weid Limited
Daiwa Europe N.V.	Den Danske Provinzialbank A/S	Delbrück & Co.
Den norske Creditbank	Deutsche Girozentrale - Deutsche Kommunalbank	OG Bank
Dillon, Read Overseas Corporation	Euromobiliare S.p.A. Compagnia Europea Interbancaria	Deutsche Genossenschaftsbank
First Boston (Europe) Limited	First Chicago Limited	European Banking Company Limited
Green Shields Incorporated	Groupement des Banquiers Privés Genevois	Robert Fleming & Co. Limited
Georg Hauck & Sohn	Hessische Landesbank - Girozentrale	Hambros Bank Limited
E. F. Hutton & Co. N.V.	Industriebank von Japan (Deutschland) Aktiengesellschaft	Hill Samuel & Co. Limited
Kjopenhavs Handelsbank	Kleinwort, Benson Limited	Kidder, Peabody International Limited
Kreditbank S.A. Luxembourgeoise	Kohn, Loeb & Co. Asia	Kreditbank N.V.
Kuwait Investment Company (S.A.K.)	Lazard Brothers & Co. Limited	Kuwait International Investment Co.s.a.k.
McLeod, Young, Weir & Company Limited	Manufacturers Hanover Limited	Lazard Frères et Cie
Merrill Lynch International & Co.	B. Metzler soef. Sohn & Co.	Merck, Finck & Co.
Morgan Grenfell & Co. Limited	Morgan Stanley International	Samuel Montagu & Co. Limited
The Nikko Securities Co., (Europe) Ltd.	The Nippon Kangyo Kakumaru Securities Co., Ltd.	New Japan Securities Co., Ltd.
Orion Bank Limited	Pearson, Halding & Pierson N.V.	Saf. Oppenheim jr. & Cie.
Rothschild Bank AG	N. M. Rothschild & Sons Limited	Privatbanken Aktiengesellschaft
Schröder, Münclemeyer, Hangst & Co.	Simonbank Aktiengesellschaft	J. Henry Schroder Wagg & Co. Limited
Smith Barney, Harris Upham & Co. Incorporated	Société Générale	Skandinaviska Enskilda Banken
Svenska Handelsbanken	Swiss Bank Corporation (Overseas) Limited	Société Générale de Banque S.A.
UBS-DB Corporation	Union Bank of Switzerland (Securities) Limited	Trinkaus & Burkhardt
Vereins- und Westbank Aktiengesellschaft	M. M. Warburg-Brückmann, Wirtz & Co.	Verband Schweizerischer Kantonalbanken
Westdeutsche Landesbank Girozentrale	Westfalenbank Aktiengesellschaft	S. G. Warburg & Co. Ltd.
	Yamaichi International (Europe) Ltd.	Wood Gundy Limited

INTERNATIONAL FINANCIAL AND COMPANY NEWS

Bid for Conkey follows Amatil

By James Forth
SYDNEY, June 14.
IN THE SECOND round of nationalisation move within days in the meat industry, F. J. Walker today announced a \$A2.63m takeover bid for the meat processor and exporter, Conkey and Sons.

Falkiner stake in R. B. Davies

By Our Own Correspondent
SYDNEY, June 14.
FALKINER HOLDINGS, chain manufacturer and investor, has bought a 43.8 per cent stake in hardware group, R. B. Davies Industries but claims it is undecided about its plans for the investment.

EVANS PRODUCTS RECOVERY

Monford Orloff takes a holiday

By ART GARCIA IN SANTA BARBARA

MONFORD ORLOFF presently is somewhere in Europe, enjoying an extended six-week vacation from his job as chairman, president and chief executive of Evans Products Company, based in Portland, Oregon, in the U.S.

Second rescue

It is, after all, his first holiday in more than two years, but the respite is felt deserved, more so because this is the second time the former attorney turned businessman has rescued Evans.

capital, pre-tax return on invested is, somewhere in Europe, enjoying an extended six-week vacation from his job as chairman, president and chief executive of Evans Products Company, based in Portland, Oregon, in the U.S.

The combination of OPEC price increases, tight money, a sharp fall-off in residential construction and mobile home shipments and worldwide recession, coupled with Evans' own overcommitment in inventories and heavily leveraged financial position "spelled disaster" in 1974.



Monford Orloff, chairman, president and chief executive of Evans Products Company...

wholesale warehouse system, particleboard plants, plywood printing and refinishing plants, as well as what Mr. Orloff calls other "sterile assets" which were highly cyclical and capital intensive.

With its operations cleaned up and its financial resources again healthy, Evans will emphasise its retail of building materials, in two largest areas of profit contribution—building materials retailing and trailer and truck trailer leasing.

around \$2.25 per share this year, up from \$1.60 last year when revenues were \$305.1m. In this year's first four months, the company's earnings were 20 per cent higher than a year ago at \$7.1m, or 42c a share before special gains, compared with \$5.8m and 35c.

Unfilled slot
The company increased its cash dividend during this year's first quarter and now pays 15c per common share every three months, up from 10c distributed last year and the highest payout rate in its history.

Gervais Danone out of red

By DAVID CURRY

THE FOOD, packaging and glass manufacturer BSN - Gervais Danone has, as forecast, turned its 1975 loss into an equivalent profit in 1976.

plants would be back in profits in 1976 though its Belgian and French operations would continue to run at a loss. Presumably the strong performance of the motor industry, a leading flat glass customer, has helped sales in this area, as well as the restructuring of the company's operations.

French electronics deal

By OUR OWN CORRESPONDENT

THE PROCESS of restructuring the French electronics industry has moved a step further with the announcement of an agreement between the country's electronics giant Thomson-CSF and the much smaller concern Silec to re-group their semiconductor activities.

is subject to the permission of the French authorities. Société Metal has a 59 per cent interest in Penarroya, and recently increased its stake in LIG to 26 per cent, from 15.1 per cent, by taking up the issue of just over 4.8m shares at 150p each.

Swire joint ventures

SWIRE PACIFIC and W. R. Loxley and Co. have set up a joint venture company, Swire Loxley, which will combine Loxley's business with the consumer products division of Swire and MacLaine (Far East).

completed and will be fully wrapped up this year. In its two-year restructuring, Evans has shed nearly all of its building materials manufacturing operations that didn't meet the 25 per cent return on investment standard. Cons are all of its

Nedlloyd expects Fls.102m.

By MICHAEL VAN OS

NEDLLOYD, Holland's largest transport group (formerly NSU), expects this year's net profits to amount to about Fls.102m, for the third consecutive year, a forecast which is based on the results of the first few months of this year.

The company said that on the basis of the profit expectations and the contributions from liquidity that would both be in the order of the previous two years, at least two-thirds of the Fls.102m could be financed from own means.

Nedlloyd has ordered from Japanese and mainly Dutch yards four modern multi-purpose liner vessels and four large roll-on-roll-off ships, as well as containers for two ships to be delivered by REV this year.

Sales fall at Paris stores

By PARIS, June 14

VOLUME sales among major French stores fell sharply in May to the lowest level since index calculations started in 1970, according to preliminary estimates by the Paris Chamber of Trade and Industry.

New lead venture

By Donald Macdon

LEAD INDUSTRIES Group (LIG) and Société Penarroya intend to set up a joint company in France, to be known as Penalex, to produce and market lead based products from the second half of next year. The venture

SELECTED EURODOLLAR BOND PRICES

Table with columns for Bond Name, Bid, Offer, Bid, Offer. Includes entries like STRAIGHTS, ALCAN, AUSTRALIA, etc.

MID-DAY INDICATORS

Table with columns for Bond Name, Bid, Offer, Bid, Offer. Includes entries like EEC, ENDO, HICHI, etc.

CONVERTIBLES

Table with columns for Bond Name, Bid, Offer, Bid, Offer. Includes entries like American Express, Ashland, etc.

D. MARK BONDS

Table with columns for Bond Name, Bid, Offer, Bid, Offer. Includes entries like Austria, Beverham, etc.

FLOATING RATE NOTES

Table with columns for Bond Name, Bid, Offer, Bid, Offer. Includes entries like Bk. of Tokyo, Barmco, etc.

Crédit Industriel et Commercial LONDON London Wall EC2M 5NE Phone: 638.57.00 (19 lignes) Telex: 886.725 - 885.068 Foreign exchange telex 888 959 Canonex Ldn

THE PHILIPPINE INVESTMENT COMPANY S.A. Net Asset Value as of May 31st 1977 U.S. \$8.89 Listed Luxembourg Stock Exchange Agent: Banque Générale du Luxembourg Investment Bankers Manila Pacific Securities S.A.

Consolidated Gold Fields Ltd. \$25,000,000 10 year Currency Exchange Agreement with Continental Bank Continental Illinois National Bank & Trust Company of Chicago arranged by CONTINENTAL ILLINOIS LIMITED 14 Moorfields Highway, London EC2Y 9DL, 01-688 6050

Government of Malaysia U.S. \$100,000,000 Euro-dollar term loan MANAGED BY: MORGAN GUARANTY TRUST COMPANY OF NEW YORK, Agents ARAB-MALAYSIAN DEVELOPMENT BANK BERHAD THE BANK OF TOKYO, LTD. COMPAGNIE FINANCIERE DE LA DEUTSCHE BANK AG BANK OF AMERICA NT & SA CHASE MANHATTAN ASIA LIMITED LLOYDS BANK INTERNATIONAL LIMITED SWISS BANK CORPORATION FUNDS PROVIDED BY: MORGAN GUARANTY TRUST COMPANY OF NEW YORK BANK OF AMERICA NT & SA CHASE MANHATTAN ASIA LIMITED LLOYDS BANK INTERNATIONAL LIMITED BANK BUMIPUTRA MALAYSIA BERHAD BANQUE NATIONALE DE PARIS THE TORONTO DOMINION BANK ARAB-MALAYSIAN DEVELOPMENT BANK BERHAD THE INDUSTRIAL BANK OF JAPAN TRUST COMPANY SAUDI INTERNATIONAL BANK (Al-Bank Al-Saudi Al-Alami Limited) THE BANK OF TOKYO, LTD. DB FINANCE (HONG KONG), LTD. (Wholly owned subsidiary of Deutsche Bank AG) SWISS BANK CORPORATION BANKERS TRUST COMPANY THE FIRST NATIONAL BANK OF CHICAGO WELLS FARGO BANK N.A. ASEAMBANKERS MALAYSIA THE MITSUBISHI BANK, LTD. SUMITOMO AND EAST ASIA LIMITED This announcement appears as a matter of record only. May, 1977

BALANCE SHEETS

Table showing balance sheets for 1977 and 1976, including assets like fixed assets, current assets, and liabilities.

NOTES

1. The principal accounting policies of the Group which have been applied consistently in the foregoing profit and loss accounts and balance sheets for the periods under review...

PROFIT AND LOSS ACCOUNTS

Table showing profit and loss accounts for 1977 and 1976, including turnover, operating profit, and profit before tax.

TAXATION

1. The tax charge for the period ended 23rd July, 1977 was reduced by the inclusion of industrial buildings allowances...

TRANSFER FROM CAPITAL RESERVE

In the periods ended 23rd July, 1972 and 29th July, 1973 the directors resolved the South Bank Television Centre development to include the additional value attributable to pre-occupation interest and other savings in those periods...

EXTRAORDINARY ITEMS

1. Profit on disposal of leasehold land and buildings. The release of excess provision arising from sale of investment in Television International Operations Limited...

DIVIDENDS AND OTHERS

The rates of dividend paid in respect of the periods under review are set out below: Rate per share of 25p...

REVALUATION SURPLUS

Table showing revaluation surplus for 1977 and 1976, including technical equipment and land.

The net revaluation surplus shown in the above table for each period is shown after providing for backing depreciation in respect of motor vehicles...

LIASABLE INVESTMENTS

1. Listed investments. Listed investments, which wholly comprised dated Government securities, are shown at cost. The middle market value of these investments at 23rd January, 1977 amounted to some £4,821,000.

UNLISTED INVESTMENTS

1. Unlisted investments. Unlisted investments at 23rd January, 1977 comprised: Shares at cost, Loans...

PROGRAMMES, FILM RIGHTS, STOCKS

At 23rd January, 1977, these comprised: Cinemas, Film rights, Stocks...

CURRENT TAXATION

Current taxation at 23rd January, 1977 comprised: Payable within one year, Payable between one and two years...

UNSECURED LOAN STOCK

£2,000,000 unsecured loan stock was created on 26th July, 1967 of which £1,472,000 (1 per cent, paid) was redeemed on 31st December, 1972...

DEFERRED TAXATION

The balance at 23rd January, 1977 comprised: Timing differences and valuation of technical equipment, Stock appreciation relief...

RESERVES

The movements on the Group's reserves were as follows: Capital reserve brought forward, Surplus on valuation of property...

FUTURE CAPITAL EXPENDITURE

At 23rd January, 1977 capital commitments of the Group, none of which related to the Company, comprised: Contracted but not provided in the accounts, Authorized by the directors but not contracted for...

CONTINGENT LIABILITIES

At 23rd January, 1977 the Company and the Group had contingent liabilities for bank and other guarantees amounting to £182,000.

PENSION SCHEME

An actuarial valuation of the staff pension fund at 1st January, 1975 by actuaries employed by Leslie & Gorwin (Life and Pensions) Limited indicated that its assets were more than adequate to meet its accrued liabilities...

SOURCE AND APPLICATION OF FUNDS

Table showing source and application of funds for 1977 and 1976, including reserves, borrowings, and investments.

SUBSEQUENT CHANGES IN SHARE CAPITAL AND RESERVES

Since 23rd January, 1977, the issued share capital has been increased by the issue of 8,000,000 new 'A' ordinary shares of 25p each, issued credited as fully paid by way of capitalisation of reserves...

PROFIT FORECAST

The profit forecast set out under 'Profits and Dividends' above includes results shown by audited interim accounts for the period ending 23rd January, 1977, and by unaudited management accounts for the 14 weeks ended 1st May, 1977...

(1) Letter from Peat, Marwick, Mitchell & Co. The Directors, LWT (Holdings) Limited. 14th June, 1977. We have reviewed the accounts books and calculations for the profit forecast for the 52 weeks ending 24th July, 1977...

(2) Letter from Samuel Montagu & Co. Limited. The Directors, LWT (Holdings) Limited. 14th June, 1977. We have discussed with you and with Peat, Marwick, Mitchell & Co. the profit forecast of LWT (Holdings) Limited and its subsidiaries for the 52 weeks ending 24th July, 1977...

GENERAL INFORMATION

Share capital of the Company. The Company was incorporated in England on 26th January, 1976, with an authorised share capital of £200 divided into 400 ordinary shares of 50p each. The ordinary shares in the Company were issued on 21st April, 1976...

The Rt. Hon. John Freeman, Chairman. Brian Teator, Director. Michael Gracie, Director. Peter McNally, Director. Peter McNally, Director. Peter McNally, Director.

ARTICLES OF ASSOCIATION

The following agreement, which is or may be made, has been entered into otherwise than in the ordinary course of business within the two years immediately preceding the date hereof by the Company and LWT, being part of the reorganisation of the company in the group under which LWT agreed to transfer to the Company its major property interests...

WALL STREET + OVERSEAS MARKETS + FOREIGN EXCHANGES

Interest rate cut prompts early rally Forward £ firm

BY OUR WALL STREET CORRESPONDENT

PRICES MOVED broadly higher on a number of aluminium products, advanced \$4 to \$364. Street today, with investors encouraged by Morgan Guaranty's prime rate reductions announced yesterday.

However, initial gains were cut back by mid-session so that the Dow Jones Industrial Average, closing prices and market reports were not available for this edition.

which had shown a gain of 5.60 at 10.30 a.m. was only 2.57 ahead at 9.57 by 1 p.m. The NYSE All Common Index gained 25 cents to 354.19.

Winners included outboarded losers by more than two-to-one Knickerbocker Toy, the most actively traded stock, rose \$4 to \$181.

British Petroleum added a fraction to \$19. The Bank of England announced an offering of £67,500,000 in shares of BP stock at 28.45 each.

Prices advanced in early trading on Canadian Stock Markets yesterday and at noon only Golds were pointing lower.

Oil and Gas rose 7.1 to 112.4. The Bank of England announced an offering of £67,500,000 in shares of BP stock at 28.45 each.

Table with columns: Stock, June 13, June 14, June 15, High, Low, % Change. Includes entries for Dow Jones, NYSE, and various stock indices.

INDICES

Table with columns: Index, June 13, June 14, June 15, High, Low, % Change. Includes Dow Jones, NYSE, and other market indices.

STANDARD AND POORS

Table with columns: Stock, June 13, June 14, June 15, High, Low, % Change. Lists various stocks and their performance.

OVERSEAS SHARE INFORMATION

Large table with columns: Stock, June 13, June 14, June 15, High, Low, % Change. Lists numerous international stocks and their prices.

index rose 5.1 to 757.8. Brown Boveri and Schering led gainers moving up about 10%.

Other Electricals were up about 10% except Varta, which slipped 10% to DM280.

Most standard bearers scored minor gains, except among Siemens, where investors were influenced by poor earnings reports.

PARIS—Steady. BSN gained almost 3 per cent after the announcement of sharply better 1976 consolidated results.

BRUSSELS—Higher in slightly more active trading. LCB, Tabacaria and GB rose but Wagons-Lits and Conetra were lower.

AMSTERDAM—Higher in moderate trading. Philips rose 30 cents to Fls.25.60, Royal Dutch Fls.150 to Fls.141.90 and Unilever 30 cents to Fls.128.90.

OSLO—Banks were firmer. Industrials steadier. Industrials mixed and Shippings quiet.

COPENHAGEN—Generally higher in moderate trading. OSLO—Banks were firmer. Industrials steadier.

STOCKHOLM—Higher in moderate trading. OSLO—Banks were firmer. Industrials steadier.

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Forward sterling was slightly firmer in the foreign exchange market yesterday, with the three-month discount against the U.S. dollar narrowing to 1.80 cents from 1.92 cents.

Activity was at a fairly low level, with most currencies showing little movement, although the Japanese yen was weaker, probably reacting to profit-taking after the recent improvement.

Against the trend Fiat Privileged, Mediobanca, Montedison and Sni Viscosa moved slightly higher, but ANIC, Asa, Generali, Centrale, Fiat and Quilivert were lower.

VIENNA—Quietly steady. HONG KONG—Lower in light trading. Hutchison lost 5 cents to HK\$3.75.

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GOLD MARKET

Table with columns: Gold Bullion, Gold Coins, Gold Bars, etc. Lists prices for various gold products.

FOREIGN EXCHANGES

Table with columns: City, Rate, % Change. Lists exchange rates for various cities.

EXCHANGE CROSS-RATES

Table with columns: City, Rate, % Change. Lists cross-rates between different currencies.

EURO-CURRENCY INTEREST RATES

Table with columns: Term, Rate, % Change. Lists interest rates for various Euro-currency terms.

FORWARD RATES

Table with columns: Term, Rate, % Change. Lists forward rates for various currencies.

BRUSSELS/LUXEMBOURG

Table with columns: Stock, Price, % Change. Lists stocks traded in Brussels and Luxembourg.

PARIS

Table with columns: Stock, Price, % Change. Lists stocks traded in Paris.

STOCKHOLM

Table with columns: Stock, Price, % Change. Lists stocks traded in Stockholm.

MILAN

Table with columns: Stock, Price, % Change. Lists stocks traded in Milan.

VIENNA

Table with columns: Stock, Price, % Change. Lists stocks traded in Vienna.

COPENHAGEN

Table with columns: Stock, Price, % Change. Lists stocks traded in Copenhagen.

Vertical text on the right edge of the page, possibly from an adjacent page or a large advertisement.

AUTHORISED UNIT TRUSTS

OFFSHORE AND OVERSEAS FUNDS

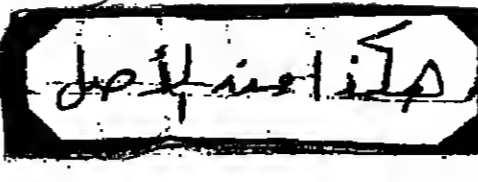


Table of Authorised Unit Trusts. Columns include Trust Name, Manager, and various performance metrics like Net Asset Value and Dividend Yield.

Table of Offshore and Overseas Funds. Columns include Fund Name, Manager, and performance metrics.

Table of Base Lending Rates. Lists various banks and their respective lending rates for different terms.

INSURANCE, PROPERTY, BONDS

Table of Insurance, Property, and Bonds. Lists various insurance and investment products with their respective details.

Table of Entertainment Guide (Cont.). Lists various entertainment venues, shows, and their details.

Table of Insurance Base Rates. Lists various insurance base rates for different types of policies.

NOTES

Notes section containing various financial notices and announcements.

CLIVE INVESTMENTS LIMITED

Clive Investments Limited advertisement text.

INSURANCE BASE RATES

Insurance Base Rates advertisement text.



1 Camomile Street Telephone 01-623 7571 London EC3A 7HJ Telex 881181

FT SHARE INFORMATION SERVICE

INDUSTRIALS

Table containing 'BRITISH FUNDS' and 'AMERICANS' sections with columns for Stock, Price, Dividend, and Yield.

Table containing 'CANADIANS' and 'BANKS AND HIRE PURCHASE' sections with columns for Stock, Price, Dividend, and Yield.

Table containing 'BUILDING INDUSTRY - Continued' and 'CHEMICALS, PLASTICS' sections with columns for Stock, Price, Dividend, and Yield.

Table containing 'DRAPERY AND STORES - Continued' and 'CINEMAS, THEATRES AND TV' sections with columns for Stock, Price, Dividend, and Yield.

Table containing 'ELECTRICAL AND RADIO' and 'ENGINEERING, MACHINE TOOLS' sections with columns for Stock, Price, Dividend, and Yield.

Table containing 'ENGINEERING - Continued' and 'FOOD, GROCERIES, ETC.' sections with columns for Stock, Price, Dividend, and Yield.

Conversion factor 0.7087 (0.1214)

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International Finance DAIWA SECURITIES

MINES-Continued table with columns for Stock, Price, and other financial metrics.

AUSTRALIAN table listing various Australian stocks and their prices.

TINS table listing tin-related stocks and their prices.

COPPER table listing copper-related stocks and their prices.

MISCELLANEOUS table listing various miscellaneous stocks and their prices.

NOTES section providing detailed information and disclaimers regarding the securities listed.

Recent Issues and Rights Page 38 section providing information about recent stock issues.

This service is available to every Company... section providing details about the service.

REGIONAL MARKETS section listing regional market data for various areas.

OPTIONS 3-month Call rates section listing options and call rates.

DIAMOND AND PLATINUM section listing diamond and platinum market data.

FINANCE section listing various financial instruments and their prices.

INSURANCE section listing insurance companies and their financial data.

PROPERTY section listing property-related stocks and their prices.

SHOES AND LEATHER section listing shoes and leather-related stocks and their prices.

SHIPPING section listing shipping-related stocks and their prices.

TRUSTS-Continued

TRUSTS-Continued table listing various trusts and their prices.

OILS

OILS table listing oil-related stocks and their prices.

OVERSEAS TRADERS

OVERSEAS TRADERS table listing overseas trading companies and their prices.

RUBBERS AND SISALS

RUBBERS AND SISALS table listing rubber and sisal stocks and their prices.

TEAS

TEAS table listing tea-related stocks and their prices.

INDIA AND BANGLADESH

INDIA AND BANGLADESH table listing stocks from India and Bangladesh.

SRI LANKA

SRI LANKA table listing stocks from Sri Lanka.

TRUSTS-Continued

TRUSTS-Continued table listing various trusts and their prices.

SHOES AND LEATHER

SHOES AND LEATHER table listing shoes and leather-related stocks and their prices.

SHIPPING

SHIPPING table listing shipping-related stocks and their prices.

SOUTH AFRICANS

SOUTH AFRICANS table listing stocks from South Africa.

TEXTILES

TEXTILES table listing textile-related stocks and their prices.

TORACCOS

TORACCOS table listing tobacco-related stocks and their prices.

TRUSTS, FINANCE, LAND

TRUSTS, FINANCE, LAND table listing various trusts, finance, and land-related stocks.

PROPERTY-Continued

PROPERTY-Continued table listing various property-related stocks and their prices.

SHOES AND LEATHER

SHOES AND LEATHER table listing shoes and leather-related stocks and their prices.

SHIPPING

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SOUTH AFRICANS

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TORACCOS

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TRUSTS, FINANCE, LAND

TRUSTS, FINANCE, LAND table listing various trusts, finance, and land-related stocks.

MOTORS, AIRCRAFT TRADES

MOTORS, AIRCRAFT TRADES table listing motor and aircraft trade-related stocks.

Garages and Distributors

Garages and Distributors table listing garage and distributor-related stocks.

NEWSPAPERS, PUBLISHERS

NEWSPAPERS, PUBLISHERS table listing newspaper and publisher-related stocks.

PAPER, PRINTING, ADVERTISING

PAPER, PRINTING, ADVERTISING table listing paper, printing, and advertising-related stocks.

PROPERTY

PROPERTY table listing property-related stocks and their prices.

TORACCOS

TORACCOS table listing tobacco-related stocks and their prices.

TRUSTS, FINANCE, LAND

TRUSTS, FINANCE, LAND table listing various trusts, finance, and land-related stocks.

INDUSTRIALS-Continued

INDUSTRIALS-Continued table listing various industrial stocks and their prices.

Garages and Distributors

Garages and Distributors table listing garage and distributor-related stocks.

NEWSPAPERS, PUBLISHERS

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INDUSTRIALS-Continued

INDUSTRIALS-Continued table listing various industrial stocks and their prices.

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